ETS CORRESPOND

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SWFt 2.775 (2.76) Y260.65 (260.65) Dollar Index: 149.3 (149.2) Tokyo close: Y260.50 (260.15) U.S. LUNCHTIME RATES

Fed Funds: 8%% (same) 3-month Treasury Bills: 8.26% (8.15) 11.25% Long Bond: 991 yield: 11.26 GOLD

New York: Comex Feb latest \$299.8 (\$299.7)

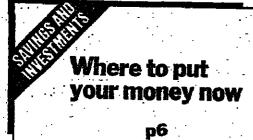
DJ Ind Av 1,287.10 (-2.98) Tokyo: Nikkei Dow 12,009.01 (+68.21) London: \$2991 (302) CONTINENTAL SELLING PRICES: Austria Sch 18; Balgium Fr 38; Denmark Kr 7:26; France Fr 6.00; W. Germany DM 2.20; Italy L1.300; Netherlands Fl 2.50; Norway Kr 6.00; Portugal Esc 75; Spain Pta 110; Sweden Kr 6.50; Switzarland Fr 2.20; Ireland 60p; Malta 30c;



FINANCIALTIMES

Saturday February \$1985





How many orchestras does London need?

SCOTCH WHISKY The image men get to work

p19 **HOME COMPUTERS Nightmare week for Acorn**





WORLD NEWS

Texaco in bid to raise petrol prices as \$ surges

Texaco, the UK's fourth largest petrol retailer, is attempting levels as the pound fell to a to raise prices at the pump by new low of \$1.10325 in New York to raise prices at the pump by an average of 4p per gallon by withdrawing all price support for its dealers, with effect from the start of business next week. BP. Shell and Mobil, three of Texaco's main rivals, may also be prepared to try to raise prices. Page 3

U.S. protests to Seoul

The U.S. protested to South Korea over the rough treatment at Seoul airport of opposition leader Kim Dae-Jung, returning to the country after two years in exile. Back Page

Libyan talks hint

Britain is ready to hold talks with Libyan officials as a step towards improving relations, Foreign Secretary Sir Geoffrey Howe said. Page 2

Teachers plan stoppage Leaders of the National Association of Schoolmasters/Union of Women Teachers plan to call a national half-day strike this month without holding a ballot of members under the terms of the Trade Union Act. Page 4

Bid to delay bus plans

Six members of the Rouse of Commons transport committee are trying to delay the Transport Bill, aimed at de-regulating bus services and introducing more competition into local services. Page 3

Inquiry urged on rapist

Labour MP Tom Torney urged an inquiry into the circumstances in which rapist James Pollard was freed on parole, and murder her. Pollard was jailed for life at Leeds yester-

Police hurt in blast

Three policemen were injured when their patrol car was wrecked by a landmine near Drumore, County Tyrone,

Walèsa's plea

Lech Walesa appealed for an accord between rulers and ruled in Poland in the aftermath of the trial of the murderers of pro-Solidarity priest Popieluszko. Page 2

Finns return missile

Finland returned the wreckage of a Soviet missile which crashed in a lake near the Soviet border on December 23.

'Star wars' aid sought

The U.S. wants Nato scientists to help develop the technology for the "star wars" defence project, U.S. Defence Secretary Caspar Weinberger said. Page 2

Jaguar founder dies

Sir William Lyons, founder of the Jaguar car company, died at his home near Rugby aged 84. Ohituary, Page 3

Bost leaves prison

Former soccer star George Best left Ford open prison, near Arundel, Sussex, after completing a sentence for drink-driving and assaulting a policeman.

Sultan's gift

MARKETS

FFr 9.9255

New York lunchtime:

DOLLAR

The Sultan of Brunei pre-sented £350,009 to the National Army Museum and £250,000 to the Imperial War Museum.

BUSINESS SUMMARY

Pound falls to new low

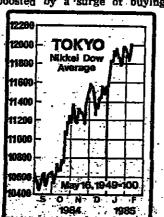
THE DOLLAR soared to record yesterday afternoon. A growing feeling that recent intervention by European central banks had failed led the dollar to reach new highs against the Deutsche Mark,

sterling, French franc, Italian irra and several other curren-The dollar closed in London at DM3.2575, up more than a pfennig on the day and six pfennigs on the week.

High British interest rates

enabled the pound to hold up in London, closing at \$1.1105 but later in New York it plunged to an all-time low of \$1.10 before recovering slightly. New tap, Back Page; foreign exchanges,

TOKYO'S Nikkei-Dow Jones Average share index broke the 12,000 barrier yesterday, boosted by a surge of buying



enthusiasm. The index closed 12,009.01 after rising 185.58 in

DUNLOP shareholders voted to delay a decision on a £142m refinancing package, in spite of opposition from BTR, which has made a £33m takeover bid for Dunlop, Back Page

PORT of Southampton has won back its biggest customer, the Trio shipping consortium, following the 13-week dispute which closed the port's container terminals. Page 3

GESTETNER, the office equipment group, is to shed 500 jobs because of falling sales of duplicating machines. Page 4

KUWAIT Investment Office emerged yesterday as the sur-prise holder of 17.9 per cent of the equity of Stylo, which earlier this week fought off a tender offer from British Land.

TALBOT laid off indefinitely 1.000 workers after Iran failed to supply letters of credit to cover purchases of car kits.

Page 3 THIRD WORLD textile exporters have set up the Inter-national Textiles and Clothing Bureau to fight trade barriers

by industrialised nations. LABOUR Trade Spokesman Bryan Gould attacked the Treasury view that lower pay rises would help create jobs. BRAZIL'S central bank has mounted a rescue of Sul Brasiliero, a major financial

group. Page 21 TSL Thermal Scientific, which makes vitreous silica for electric fires and silicon chips, has recovered from losses of £1m to pre-tax profits of £1.7m for the year to October 31. Its shares rose 39p to 155p. Page 20

HEPWORTH Ceramic has agreed to acquire British-Steel's loss making refractories business. Page 20

STERLING

New York 3 pm \$1.10325

DM 3.615 (3.6225)

FFr 11.04 (1.055)

Y289 5 (291.0)

LONDON MONEY

3-month interbank:

STOCK INDICES

FT Ord 988.5 (-0.7)

New York lunchtime:

3-month eligible bills:

SwFr 3.08 (3.0825)

London: \$1.1105 (1.1165)

Sterling Index: 71.8 (72.0)

closing rate 13 % (13%)

FT-A All Share 622.26 (622.00) FT-SE 100 1.293.5 (—1.0) FT-A long gilt yield index:

High coupon 10.73 (10.69)

buying rate 131% (1218)

tax cuts diminishes BY MAX WILKINSON, ECONOMICS CORRESPONDENT TAX CUTS in next month's more cautious mood. This re- cost of servicing the national

Budget are likely to be much flects a more pessimistic view debt, smaller than the Treasury had about the trend of inflation for Ho been hoping for, and Mr Nigel the rest of this year, and much Lawson, the Chancellor, has more uncertainty about future been forced to curtait his ambi-exchange rates and interest

the indirect tax system. Treasury estimates suggest £1bn and might even have vanished altogether. This more pessimistic view compares with a fairly relaxed confidence before Christmas that the room for manoeuvre might be be-

tween £2bn and £3bn. Mr Lawson has consistently hoped for at least £12bn, to show that the Conservative party was carrying out its election pledge to cut the burden of direct taxes. This may still be about the middle of the Treasury's range of estimates. but the chances are growing that the final figure may be less. The Treasury's internal pre-

THE GOVERNMENT plans to

for personal portable pensions, in spite of the doubts of the

occupational pensions industry.

broadly along the lines of those

would be allowed to opt out of

an employer's occupational pen-

sion scheme and/or the state's

earnings-related scheme, and to

make their own personal pen-

The aim is to remove

obstacles to job-mobility and to

give employees a greater in-

volvement in their savings as

sion arrangements.

share-ownership.

Secretary.

tions for wide-ranging reform of rates. It also reflects the expectation of considerably higher in-

Lawson's scope for

the overall scope for tax cuts on terest rates for the rest of the March 19 could be as low as year than seemed likely two months ago, and the lower value of the pound, which gives defence of the exchange rate higher priority in the conduct of monetary policy.

The turbulence on financial in the Government strategy had weakened is a factor as well.

The decline of sterling and the sharp rise of interest rates last month have probably had little direct impact on the Treasury's latest calculations of the scope for tax cuts. The rise in the dollar will raise the sterling value of North Sea oil revenues, but the higher in-

Portable pension moves likely

some life companies and pro-

concern about the impact on the

Practical questions have also

been raised about the level of

such schemes and the possible

need for a central clearing-

The Department of Health

and Social Security appears de-

termined to proceed with its

proposals, arguing that these

problems can be overcome and

that the doubts are exaggerated.

that portable pensions are in-

alongside existing occupational

Mr Fowler has long argued

fessional advisers, has expres

However, it has become more dict the level of the dollar over the next 12 months, while the risk of a cut in oil prices has

Budget options also seem to have been sharply constrained by the fear that a big shift of policy might have unpredictable effects on sterling, depending on the mood of the foreign exchange markets at the time.

Therefore it seems likely Mr Lawson will go for a moderate markets last month and sugges-tions that the City's confidence perhaps some gentle tightening perhaps some gentle tightening of his public sector borrowing target compared with the £7bn assumed in his Autumn Statement in November. Earlier ideas that he might

be able to make spectacular cuts in personal taxation by shifting the burden to indirect taxes have now been ruled out.
The increased inflationary

Continued on Back Page Budget forecast for the economy terest rates and increased Gov- Pay curbs "no spurt to jobs, is being prepared in a much ernment funding will raise the Page 3; New tap, Back Page terest rates and increased Gov- Pay curbs "no spurt to jobs,"

workers would probably still be-

Indeed, some ministers say a

There is still, however, no

profession over the calculation

of transfer values for people

moving from one occupational

scheme to another, a point raised by several MPs at the Committee Stage.

its warning that unless agree-

ment is reached before long, it

would have to impose its own

should be calculated.

The Government has repeated

sment of how such values

mons Committee Stage.

rises in inflation.

Since July the occupational pension schemes, to which most

Commodore halves prices of its top

computer

COMMODORE (UK), the home computer maker yesterday halved the price of its top model, the Plus/4, to £150.

The move, made exactly one week after the company said it had no intention of cutting rices, confirms that a fierce price war has broken out in Britain's troubled home computer market.

Commodore's reduction follows recent cuts in the U.S. Earlier this year the company announced a sharp fall in profits on lower sales.

Last month two leading UK home computer companies, Sinclair Research and Acorn, made

HOME COMPUTER PRICE CUTS WAS NOW

Atari 800XL 170 130 130 Sindair Spectrum Plus 180 Acorn Electron Commodore Plus/4 Goldstar MSX 249 Mitsubishi MSX

sharp price cuts as fears grew that UK demand would fall this year and that competition from the U.S. and Japan would get Christmas, Atari, Before

the U.S. company, reduced its best selling model, the 800XL, by £40 to £130 and there are fears that it may cut its prices again to dispose of excess stocks. The Japanese have also much greater impact may be made in practice by proposals in the Social Security Bill which has just completed its Comcut the price of the MSX family of home computers, which have been widely criticised as too expensive.

This tries to correct current inequities for those changing Acorn, which suspended dealings in its shares on the Unlisted jobs by requiring occupational Securities Market on Wednespension schemes to revalue had earlier reduced its Elecbenefits to allow for modest tron model from £200 to £130 in hid to clear stocks and agreement within the actuarial

ate much-needed cash. Commodore yesterday made a further 12 staff redundant at its plant in Corby following 114 job losses there last week. The company still employs more than 600 in the UK, where it is to make the Plus/4 for the rest

of Surope. The price cut has caused some confusion because the more powerful Plus/4 now costs less than the older, but very Commodore

which sells for about £199.

S. Wales vote on pit return likely

BY JOHN LLOYD, INDUSTRIAL EDITOR

THE SOUTH WALES area of the National Union of Mineworkers, the most solid supporter of the 11-month pit dispute, may hold the key to ending it. Next Wednesday a conference

of delegates from pits through-out South Wales wil Idiscuss the ont South Wales wil iniscuss the option of returning to work without an agreement, an option that over the next two weeks the NUM will move towards the need to talk

If a vote on this proposition were won, the area leadership would either have to argue the case at a national level or implement the decision in the area, with a devastating effect on the strike nationally. Lodge meetings over

weekend wil lalso discuss this tactic, in the face of what many activists in the area see as irresistible pressure from below to find a solution to the strike.

However, Mr Arthur Scar-gill, NUM president, will con-tinue attempts to keep the strike going by creating initia-tives for talks. He wrote for-mally to the NCB yesterday, requesting a meeting-a request which followed Thursday's meeting of the NUM executive and joint plea for negotiations was

if couched in the same terms as longer on strike, 44 per cent those announced by Mr Scargill of the 187,300 NUM members after the executives' meeting— employed by the board. Mr Scargill will approach Mr Mr Leon Brittan, Home Sec. Pat Lowry, chairman of the Advisory Conciliation and Arbitration Service, to request Acas during the strike, not 600 as set up an independent inquiry to "determine the issues at 9,000 had been arrested and stake" in the dispute.

That is also likely to fail. court. Acas would, in practice, need the agreement of the Govern-Home Secretary, accused the ment and the NCB to such an inquiry, and neither are minded to give it.

It is also unlikely that the board's refusal to restart talks will stimulate Nacods into industrial action. Much of the joint executive meeting was spent in fruitless attempts by the NUM to persuade Nacods leaders to pledge industrial action if no talks were agreed. They succeeded only in agreeing a demand for talks without any threats. The Nacods executive holds

its routine meeting on Tuesday, but any proposal to ballot mem-bers on industrial action is unlikely. Mr Joe Benham, Nacods treasurer and Durham area secretary, said last night that he did not envisage officials takabout uneconomic pits. A draft written agenda, drawn up by the NCB, remains before the NUM leadership, though it is understood that the draft was not discussed by the full executive on Thursday.

Item one of the draft is the issue of the closure of uneconomic pits. It grew out of negotiations last week between the board and the TUC on a draft agenda, during which the TUC tried unsuccessfully to get which talks could begin. That draft has not been formally re-pudiated by the NUM.

Many in the industry believe the drift to work will continue to accelerate and that Monday's figures could top last Monday's the executive of the pit deputies' union, Nacods, in which a returning in a single day.

The NCB claimed 151 more new faces yesterday, bringing the week's total to 3,732. It If that request is rejected— the week's total to 3,732. It as it almost certainly will be, says 83,000 miners are now no

retary, said yesterday that only 150 miners had been jailed many cases had still to come to

Prime Minister of acting like a dictator in preventing a nego thated end to the strike. In a speech in Wrexham, he

said Mrs Thatcher had refused the miners' request to talks without preconditions because she said the miners must agree to the final result of negotiations before negotiations even begin. "She has already decided that result. This is the demand of a dictator, not a prime minister." Scargill surprise, Page 4

Rowntree moves into U.S. cookie market

part of the overall drive to- tended only to be another wards increasing individual option available to employees

press ahead with its proposals pensions industry, including

detailed scheme is likely to viability of their schemes of

be included in the Bill on the large numbers of people opting

reform of social security in the out to take up portable per-1985-86 parliamentary session.

The proposals are likely to be

Practical questions have also

put forward in a consultative employers' contributions to perdocument last July by Mr
Norman Fowler, Social Services

norman Fowler, Social Services

been raised about the level of employers' contributions to personal pensions, the range of institutions permitted to offer

house.

BY LISA WOOD

the chocolate and confectioners manufacturer, has conditionally manufacturer, has conditionally Cookie Company, with pre-tax agreed to buy an American profits of \$4m last year, should retail biscuit business for \$36m (£32.5m). The acquisition would be the third by the company in the North American market in two years. Rowntree proposes to pur-

chase The Original Cookie Company, which has headquarters in Ohio, from Cole National Corporation. Mr Kenneth Dixon, chairman of Rowntree Mackintosh, said yesterday that the move would strengthen the company's specialist retailing operations in North America and add to its important U.S. per cent a year.

earnings.
The Original Cookie Company, with 1,000 employees, sells U.S. style freshly-baked cookies. Products are baked in 150 small shops, mainly in indoor shopping centres. The principal product is the "chocolate chip cookie."

Rowntree first bought into the U.S. two years ago when it acquired Tom's Foods, a savoury snack manufacturer, for £140m. Later that year it paid £20m for Laura Secord, a specialist confectionery manufacturer in Canada with kiosk-style retail outlets. Laura Secord has 215 shops, and will soon open others in the U.S. "We anticipate that in 1984

some 33 per cent of our trading profit will arise from North America," said Mr David Bow- Sweetener development. Page 3

ROWNTREE MACKINTOSH, den, financial director of Rowntree Mackintosh, "The Original add 3 or 4 per cent to that in the future.

Total retail sales of freshlybaked cookies are worth an estimated \$225m a year in the U.S., with The Original Cookie Company reporting sales of \$30m in the financial year ended on

Rowntree said the U.S. com-pany's sales had grown roughly. in line with the development of the cookie market, where demand was rising at about 15

Last November Rowntree said it would lose 700 jobs in the UK when it closed its Edinburgh confectionery factory early in 1987. It has no plans to bring The Original Cookie Company operation to Britain, U.S. style cookies are available in Lendon from specialist outlets in stores including Harrods and Sel-

fridges.
The York company said that to maintain the debt to equity ratio at approximately the current level, Rowntree proposed that \$31m (£28m) of purchase price be financed by placing 8m new Rowntree shares in the London market at 353.25p per share.

The balance of the consideration would be financed from existing -- resources.

Liverpool spending ultimatum By ian Hamilton Fazey

MR PATRICK JENKIN, the

Environment Secretary, threatened yesterday to take control of Liverpool's capital spending programme for 1985-86 unless the left-wing Labour city council changed plans to overspend by about £32m on council house building and related projects. The projects are at the core of Liverpool District Labour

Party's improvement plans for 17 areas of the city. Mr Jenkin is to invoke a directive under Section 78 of the Local Government Planning and Land Act 1980. This would require the council to seek Mr Jenkin's consent for every new

contract or work done by direct labour above a given value.

The powers apply only to capital spending and not to revenue expenditure. The council is also threatening to act illegally by not fixing a rate to cover its revenue budget for 1985-86.

The council has been warned by its treasury officials that recent large contracts will take it over the legal ceiling for capital spending, estimated by Mr Jenkin's officials yesterday at about £65m.

If Mr Jenkin took charge every project would be judged on its merits. Mr Jenkin is known to disapprove of Liverpool's "municipal solution" to housing problems, which excludes housing co-operatives

Continued on Back Page

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Inth. Co. News ...
Leader Page Sport SE Dealings Building Soc Rates ANNUAL STATEMENTS Winterbottom Fleming Claverhouse Throgmorton Trust . 8

FT Actuaries

For London market and latest share index, 01-246 8026; overseas markets, 01-246 8086.

EXTRA UNITS UP TO 5TH APPRIL ECOVERYFUND SUNDAY TELEGRAPH

UNIT TRUST GROUP OF THE YEAR The Fund has a speculative policy of

buying shares of companies that have fallen on hard times, and is designed to produce long-term capital growth. The comparative performance table demonstrates just how well it has achieved its aim, although past performance is no guarantee for the future.

Unit trusts are for long-term investment and not suitable for money you may need at short notice. This is because the price of units and the income from them

may go down as well as up. **44 M&G RECOVERY IS** PROBABLY THE MOST SUCCESSFUL UNIT TRUST EVER LAUNCHED?

On 6th February 1985, the estimated gross current yield was 3.97% at an offered price for Accumulation units of 301.5p xd. Prices and yields appear daily in the FT. An initial charge of 5% is included in the offered price and an amuse charge of a maximum of 1% of the Fund's value — currently plus VAT is deducted from gross income. Distributions for income units are paid net of basic-rate tax on 20th February and 20th August and are remrested for Accumulation units to increase their value. The next distribution date for new investors will be 20th August 1985. You can buy in ACCUMULATIC or sell units on any business day and contracts or set units on any dustriess day and contracts for purchase or sale will be due for settlement 2 or 3 years, later Permunecation is parelyled to 3 years, later Permunecation is parelyled to a weeks later. Remuneration is payable to accredited agents at rales available on request.

Trustee: Barclays Bank Trust Company Limited.

The fund is a wider-range investment and is authorised by the Secretary of State for Trade and

orities Licrited, Three Quays, Tower Hill, London EC3R 6BQ. Telephone: 01-626 4588.

COMPARATIVE PERFORMANCE TABLE £10,000 invested at the launch of MAG Recovery Fund compared with the FT. Indices, the Retail Price ladex and an extra-interest account in a Building Society offering 11/1/16 above the average yearly rate. £10,000 £10,000 23 **May** 69 £10,000 10,373 11,058 11.360 9.807 9.928 10.219 1970 11,760 19,200 26,640 12,110 13,773 12.012 13005 12930 12.568 1972 13.983 22,720 9,212 11,249 14,300 13,604 1973 15,120 4,637 14,856 11,121 10,835 16,178 17,569 21,283 24,490 1975 26,400 12,934 27,200 12.823 1976 59,600 15,680 19,094 1977 74,240 89,200 15,688 14,498 29,781 20,610 22,000 22,714 1979 34.898 25,521 17,287 40,175 1980 120,000 32,420 45,015 28,287 31,196 33,822 114,240 23.539 41.166 47.449 162,720 1983 31.638 49.971 52.337 NOTES Figures for M&G Recovery, the F.T. Indices and the Building Society include reinvested net income. Figures for M&G Recovery show the realisation values.

SPECIAL OFFER CLOSES 5th APRIL

To: M&G SECURITIES LIMITED, THREE QUAYS, TOWER HILL, LONDON EC3R 6BQ. All applications received by 5th April, 1985, will be given an extra 1% allocation of units (minimum £1,000). This will be increased to 2% for applications of £10,000 or more. DO NOT SEND ANY MONEY. (A contract note will be sent to you stating exactly how much you owe and the settlement date. Your certricale will tollow shortly.)

IN ACCUMULATION/INCOME Units RF 530615

SARPIGS PLAN You can build a tet charges. Tick here.

M&G GROUP

Britain 'ready to hold talks with Libyan officials'

with Libyan officials as a step towards improving relations beween the two countries, following the release of four British hostages held by Libya for nearly nine months. Sir Geoffrey Howe, the Foreign Secre-tary, announced yesterday.

In a written reply to a ques-tion in the House of Commons, the Foreign Secretary said the meeting would be held under Italian auspices to discuss "matters of concern to each

The Italians have been looking after British interests in Tripoli since April last year, when Britain broke off diplomatic relations with Libya over the shooting of Policewoman Yvonne Fleicher, outside the Libyan Embassy in St James's

not yet been decided. But it tain medical and compassionate could take place in a third coun- .. cases.

BRITAIN IS ready to hold talks try and some sources suggested that Rome might be the venue.
Foreign Office officials stressed, however, that a re-sumption of full diplomatic relations was not envisaged in the foreseeable future. Colonel Muammer Gadaffi, the Libyan leader, has threatened that a refusal to restore formal links could again cause a deteriora-tion in the relations between

Britain and Libya.

In a clear reference to that possibility, Sir Geoffrey said in "The welfare of the remaining British community in Libya of 5,000 is still a major concern. Their treatment will be an important measure of Libyan intentions."

In addition to holding talks with Libya at official level, Sir Geoffrey said the British in-terest section of the Italian Officials said that the timing and agenda of the meeting had not yet been decided.

Romania faces UK request for £5m arrears payment

BY DAVID BUCHAN

ters today for prompt payment precondition for this. of some fam arrears owed to British Aerospace (BAe) and Rolls-Royce for their part in joint manufacture of BAC One-Eleven airliners in Romania.

The British Foreign Secretary left last night for Bucharest on a trip that will take him early next week on to Bulgaria and Turkey. His prime focus, as with the tour of three more East April, will be on East-West relations and arms control.

But, on the first leg of his deal the largest transfer of Balkan tour, he may have to British hi-tech to an East play "the debt collector," be- European country.

SIR GEOFFREY HOWE is companies concerned have made

Under a 1978 contract signed personally by President Nicolae is expected to meet tomorrow. BAe and Rolls-Royce licensed manufacture in Romania of the Spey engine. So far only four "Rombacs" have been built, largel with UK-made components. But by the time the 22nd aircraft comes off the production line, manufacture as well as assembly is to be

cause the Romanians are con-sidered certain to raise the issue plagued by payment arrears. of further Anglo-Romanian avia- not unusual in trade with tion collaboration, and the UK Romania.

causes confusion in Moscow

BY PATRICK COCKBURN IN MOSCOW ?:

THE ATTENDANCE of Presi- tural matters. dent Konstantin Chernenko at Thursday's Politburo meeting, a day after the editor of the Communist Party daily Pravda said that the Soviet leader was ill. Andreas Papandreou, the Greek has caused some confusion in Prime Minister, visits Moscow. Moscow.

President Chernenko has not carried out any public duties able to attend a Warsaw Pact meeting last month. His absence has provoked widespread diplometic speculation about his health but the severity of his iliness is unclear. _

The brief report of the Politnenko had spoken on agricul- peared.

One-Eleven air frame and the totally Romanian, making the

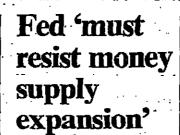
Chernenko's reappearance

A more useful indicator of whether the Soviet letader has fully resumed his functions may come next Monday when M President Chernenko's failure

to meet the Greek leader would, be a sign that his health has not returned to normal. Mr Chernenko is also due to

make a speech accepting his nomination for the February 24 elections to local parliamentary Diplomats are perplexed that

Moscow should have gone to the trouble of confirming his buro meeting said that Mr Cher- illness a day before he reap-



MR PAUL VOLCKER, the chairman of the Federal Reserve Board, yesterday said that the Fed must resist pressure to expand the U.S. noney supply to resolve the imbalance between domestic savings and investment.

Printing money is not a substitute for the real sav-ings necessary to finance high levels of investment and levels of investment and hudget deficits simultaneously," he said in testimony before the Senate budget committee.

Mr Volcker said that excessive monetary creation would be counter-productive to the

extent that it stirred new inflationary fears, which in turn could drive interest rates

By undermining the growing confidence in prospects for price stability, it could also discourage the inflow of foreign capital on which, for the time being, the U.S. was dependent, he said. If Congress failed to make substantial inroads into the budget deficit, "I don't think we have the option of inflating this problem away," he added.

Mr Volcker took issue with President Ronald Reagan's claim in this week's State of the Union message that economic growth was the best way of reducing the budget deficit. There was a clear threat that, left untended, the deficit would rise over future years even in the context of a growing economy, he said.

Mr. Volcker warned that a loss of foreign confidence in investment in the U.S. would cause a sharp drop in the in-flow of foreign funds.

U.S. wants Nato help on Star Wars

THE U.S. wants to enlist the help of scientists and experts from its Nato allies to develop the technology for its Strategic Defence Initiative (SDI), known as the Star

Wars project.
Mr Caspar Weinberger, the
U.S. Defence Secretary, said
in London yesterday. "We
welcome assistance from our
alties at all phases of the

Mr Weinherger went out of his way to dispet what he described as the erroneous impression that the SDI system would be effective only against inter-continental ballistic missiles.

If the research was success ful, it would provide "a thoroughly reliable defence" against medium-range as well as long-range offensive missiles. There was no question, therefore, of a decoupling of the I.S. from Europe as the result of the adoption of the SDI. Mr I frinherger said.

Mr Weinherger added that the U.S. had no intention of taking retaliatory steps against New Zealand for refusing to allow U.S. ships carrying nuclear weapons into its harbours.

Oil shale deal near for Brazil

By Andrew Whitley in Rio de Janeiro

BRAZIL IS close to agree ment with the U.S. on the provision of Brazillandeveloped technology for a \$260m (£233m) oil shale extraction plant in the U.S. Petrobras, the Brazilian state oil company, is negotiating with the U.S. Synthetic Fuels Corporation. a federal government agency.

expected in about 10 days'

Brazil is a world leader in the technology but a lack of funds has hindered its application on a large scale within

the country.
According to Petrobras, the technology transfer to the U.S. will take place through a joint venture with Stone ind Webster and American Syncrude, both of the U.S.

Venezuela cuts price of light crude oil

VENEZUELA IS to reduce the average price of its light and very light crude oil by \$1.75 a harrel, with effect from Sunday, Dominic Lawson reports.

The Venezuelan energy ministry said that the moves would bring Venezuelan oil into parity with the new pricing structure agreed by Opec.

Hochar, gesturing to tens of thousands of dusty wine bottles in the cellars of Chateau Musar. M Hochar was speaking as the Lebanese pound traded at an historic low and it appeared unlikely 1985 would be a vin-tage year for Lebanon's At Chateau Musar in the hills behind Jounieh port, 16 km north of Beirut, the Hochar-brothers, Ronald and Serge,

Chateau Musar has been steadily building an international reputation through the years of war. In 1984, Serge Hochar was named "man of the year" by Britain's Decanter wine magazine and in New York don't produce for a couple of 1984 vintage

Not that the Hochars spare any effort each year to process their grapes which must be Bekka Valley in an area occupied by Israeli forces and within range of Syrian mortars.

Transporting the grapes from behind "enemy" lines proved too much even for the Hochar's ingenuity last-year. A combina- Hochars have reason for a small tion of Israeli obduracy-trucks celebration despite Lebanon's carrying the grapes were held up for days in the sun at an

For Serge Hochar, the worst part about losing a vintage is not the financial cost, rather the brought some distance across life, he says, is geared to the the mountains from the West two wine making months, September and October and when it doesn't happen you feel a

Tony Walker tastes the liquid assets from the cellar of Chateau Musar near Beirut

personal sense of loss.
In the deep cellars of Chateau Musar, fashioned from an remodelled ancient building, the continuing problems.

Israeli road block—and bad a little disappointing at first is weather, which prevented them now showing promise; "1983 being shipped by sea, ruined the may be one of the very great.

ery lengthy. International acclaim for the Hochars is recent. Their first determined venture outside Lebanon was to exhibit at the 1978 Bristol wine fair where their product received good

notices_ Michael Broadbent, the British michael Broadnent, the British wine critic, wrote at the time that the 1967 was "outstanding and inexpensive, the 1961 and 1959 great. Hard to describe, full soft—a bit of claret, a touch of Burgundy.".

of Burgundy."

In 1981 the New York Times' wine writer was astonished to "discover cabernet of such quality from Lebanon," and he extolled the virtues of the Musar 1964 which was "fruity." rich, tannic and textured, with a classic Bordeaux bouquet of blackcurrants and cedarwood and a flavour intensity that I normally associate with Chateau Latour and Chateau Mouton Rothschild in exceptional vin-

Serge explains that part of the secret of Chateau Musar's success and the reason for the favourable comparison with Bordeaux wines is that the variety of grapes grown at its Bekas vineyard matches that in

The growing conditions are near perfect with 300 days of sunshine a year. Bad frosts are rare in the Bekaa where the world's first grapes are said to have been cultivated. The Hochars produce about

Lebanese battlefield vintages win acclaim per cent of which were exported in 1984, a big increase on the year before reflecting growing

year before reflecting growing international recognition and difficulties in the local market. "It is more prelitable to export," says Ronald. "But we're limited with the quantities we have and at the same time we don't wish to flood the market." Serge says the Hochars will continue in the wine business come what may. The family has considered purchasing a vine yard in California in case access to their grapes in the Bekan is to their grapes in the Bekaa is stopped by war or partition of

stopped by war or paratum of the country.

But until that happens there is no question of the Hochars moving. "I would have stopped making wine." Says Serge. "Is I did not have faith in what I do and faith in the future." From 'the gallery above Chateau Musar there is a view of a housing project in traditional Lebanese style with building done from sume quarried on the site.

duarried on the site.

The houses, part of a \$60m (£55m) development, look down on the once elegant Casino du Liban and across the Bay of Jounieh to Beirut. The Hochars say the project is another expression of their faith in the future of Lebandu. future of Lebanon.

However, it is for their ability judged even though their real estate interests contribute more to the family coffers. "What is a building development," says Rônald, "compared with a fine-vintage?"

Ecu logo

breaks

down

barriers

Marchais scores victory over reformists

BY PAUL BETTS IN PARIS -

produce distinguished reds despite Lebanon's turmoil. A

wine-makers barometer of the

troubles were the two "lost" vintages of 1976 and 1984 co-inciding with the worst conflict.

recently he was honoured by

The 1984 Chateau Musar has

been compared favourably with the best of Chateau Latour and

Chateau Mouton Rothschild. Its characteristics — black currants and cedarwood — are said to be

those of the Bordeaux region

where Serge Hochar was sent for training by his father, Gaston, who started Chateau Musar In the 1930s.

"Losing a vintage." says rge, "is not the end of the

Serge, "is not the end of the world. The advantage of wine

is that it ages and when it ages

well it doesn't matter if you

wine critics.

THE HARDLINE leadership of the French Communist: Party has won a tactical battle at the party semblers. The leadership sought from dissident members who have been calling for reforms at a party critics. In his five hour time when the party is suffering a steady and alarming electoral decline.

After two days of debate, the leadership has succeeded in smothering the dissident voices of the so-called reformist ship's policies and sought to members of the party. Each time a "renovateur," as the reformists are known, spoke out Party

in the cavernous congress hall, he was put down by leading

address opening the Congress this week, M Georges Marchais, Communist secretary general, insisted on the need for party unity and loyalty. He also defended the leader-

But M Marchais, whose mandate as secretary-general is expected to be renewed on Sunday when the Congress ends, appears to have won a Pyrthic victory. Although the hardliners have re-established their overall hold on the party, their critics have scored points by warning of the longer term

become isolated from political life in France.

close itself into its shell and

While measuring his criti-cism of the leadership and pledging his support to the party and its majority decisions he said: "We will not win our battles by fixed dogmas. Debate is for the Communists like oxygen to the human body." implications of the party's M Juquin is unlikely to be

M Pierre Juquin, the party's re-elected to the party's politoficial spokesman and a leading reformist, warned yesterday of retain a seat in the central dangers for the party to committee.

The agreement covers about

Voting along strict 'party

remarks to journalists last week

led to a bitter controversy over

persistent hectoring by Lisbon-based factions whose leaders, Sr

Marcello Rebelo de Sousa and

Sr Joao Salgueiro, have persis-

tently sought to unseat him since he was elected in early

Sr Mario Soares, the Socialist

premier, has asked Prof Mota

Pinto to remain Deputy Premier

and Defence Minister in the

19-month-old coalition govern-

ment until there is a clearer

By Quentin Peel in Brussels

Currency Unit travellers cheque is delighted with the national-ties of the winner and runnerup of the competition to design its company logo.

First prize, a cheque for Ecu 10.000 (£6.000) went to Mr Nicholas Craig, a Briton living in Paris, and second prize, a cheque for Ecu 5.000, went to Herr Wolfhardt Bless, of Neumanister, West Germany.

The British and West German governments are generally to garded as foot-draggers in the European Community's efforts tot promote the Ecn, its fledge ling currency.

the exchange rate mechanism on which the Ecu is based while the Germans are dead against granting the embryonic Eurocurrency any status for private

transactions.
The French travellers cheque promoter, Societe du Cheque de Voyage en Ecu, owned by Credit Lyonnais, Banque National de Paris, Credit Agricole, and Credit Commercial de France. regards the whole exercise as an excellent example of Com-

munity co-operation.
It was quick to point out that Herr Bless will be able to cash his cheque because his country's banking regulations merely forbid any German from Incurring Ecu-denominated debts, not ecucredits.

The travellers cheques are due to be issued in about two months' time. The hope is that they will attract travelling purchasers keen to protect them selves against the fluctuations of their individual currencies, and to enjoy the greater stability of the Ecu, which is based on a basket of them all.

Thomas Cook the travel subsidiary of the Midland Bank, is preparing a rival Ecu travellers cheque for the Eurochequa association of banks.

successive second

EEC forecasts growth

in industrial investment

BY OUR BRUSSELS STAFF THE RECOVERY of industrial (12 per cent in current prices)

continue and accelerate to reach a real rate of 9 per cent in 1985, according to the latest Community business survey published by the European Commission. . Responses from European

manufacturing industry also suggest that there could be a slight increase in employment in that sector in 1985, after 10 years of continual and rapid decline. The forecast growth rate

amounts to 14 per cent in current prices, and compares with a real rate of 7 per cent average of 20 per cent.

SWEDEN'S blue collar trades level, there is in many cases

The survey reveals that the agreed on a framework for the percentage of companies planning to enlarge capacity in keeping total wage costs within representing about 30 per cent 1985 has increased for the the Government's voluntary 5 of Sweden's labour force, although the major part of per cent guideline. industrial investment will still greeted the bargain, which was day defeated an oppositionbe concentrated on rationalisareached in the early hours of backed motion of no-confidence vesterday morning, as "an outtion and modernisation of exist-

Plans for investment in new capacity—an important indica-tor of possiblenew jobs—remain Swedish.economy." particularly low in France, where only 13 per cent of comline includes both the carried- his commitment to Swedish over cost of last year's settle- defence policy and may cause panies reported such an intenments and the cost of individual the Government difficulties at tion, compared with an EEC

Walesa in plea for accord

BY CHRISTOPHER BOBINSKI IN WARSAW

MR LECH WALESA, the Polish Solidarity leader, has chosen the close of the Popieluszko murder trial to appeal again for a national accord between government and people, and to urge the Polish authorities to go further in showing that " the right of law dominates over the right of force,"

His appeal yesterday came a day after four secret policemen

fly in France's long-running

eattle with Luxembourg over

satellité television following a

breakthrough by Coronet, the

private enterprise communica-tions group, based in Luxem-bours, in its plans to beam TV

signals from space to much of

Coronet, which is in the final

tages of negotiating backing

from a group of European investors including West eGrmany's

Detsche Bank, has just signed

an accord to lease a high

powered communcations satel-lite from RCA of the U.S. and

launch it with the Ariane space

rocket in September 1986.

western Europe next year.

received sentences ranging from 25 to 14 years for their part in the kidnap and murder of Father Jerzy Popieluszko, the

pro-Solidarity priest. The official media made no comment on the prison sentences. But Mr Walesa said: "Forgiveness for such a cruel death could have a full moral sense, if there was a revival in public life following this

Coronet TV leases RCA satellite

FRESH SPARKS are likely to French Government, which West Germany over the future fears it will compete with France's own TDF-1 direct TV

satellite planned to be launched

The venture has also been condemned by the Paris-based

Eutelsat organisation owned by

the telecommunication authorities of 20 European countries,

which believes Coronet will

damage its commercial oppor-tunities for existing and planned

ECS communications satellites. The Coronet accord with

RCA and with Arianespace, the

commercial organisation which

sells space launches on board

Ariane, brings a new twist

mandeuvurings among govern-

to months of complex

in July next year.

agreements - reached at plant the polls this autumn: Portugese party to meet

settlement for the Bodström,

Swedes agree 5% pay

settlement framework

federation have for an actual pay increase.

1985 pay settlement aimed at 800,000 blue-collar workers

Prime Minister Olof Palme, lines, the Government yester-

BY DAYID BROWN IN STOCKHOLM

BY DIANA SMITH IN LISBON

Because the 5 per cent guide-

THE 97-member national council of Portugal's Social Democrat Party (PSD) meets today to seek a temporary solution for its leadership crisis. The council is expected to

pick a management committee to run the party until a special congress in April elects a Professor Carlos Mota Pinto.

the party's president, resigned on Tuesday in protest against

of satellite broadcasting in

The agreement with RCA

covers the acquisition of two

high-powered satellites, cost-

ing \$120m (£109m). They are

designed to beam TV pictures, backed by advertising, to col-lective antennae on buildings

like apartment blocks and

hotels as well as to cable net-

works. The second spacecraft

is planned to be launched in 1987.

-FINANCIAL TIMES, USPS No. 190840 published daily extept Sundays and holidays. U.S. substrution rates \$420.00 per annum. Second class

Енторе:

idea of who will lead the PSD.





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The Coronet project has been ment and private organisations beavily criticised lready by the in Luxembourg, France and

goe comi.

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near Bein

Texaco aims to increase its pump prices by 4p

BY DOMINIC LAWSON

TEXACO, fourth largest petrol retailer in the UK, will attempt increase Texaco, and any comto raise prices at the pump by pany that follows it, will have an average of 4p a gallon by withdrawing all price support for its dealers with effect from start of business next week. None of the integrated oil

companies is making money in increase of 4p.
the UK petrol retail market at the moment, and it seems that Wales would have a very large British Petroleum, Shell and Mobil, three of Texaco's main rivals, are prepared to follow the U.S. oil company.

Uncertainty surrounds the intentions of Esso, which vies with Shell for leadership of the

Two weeks ago Texaco called publicly for an increase of about 5p a gallon, which it felt would be the minimum required for the industry to make a profit. Esso promptly responded that the market was not ready for a price increase, and none of the main variables in the petrol market has altered significantly

Water body

'keen to be

authority to be privatised. His

remark follows a promise by Mr Ian Gow, Environment Minister with responsibility for

the water industry, that the Government was to consider privatisation of water authori-

Mr Watts does not believe his

battle with the Government over

pricing policy for water has been lost, in spite of Thursday's

Commons vote which will in-

He intends to concentrate his

crease prices by 10 per cent.

attack on the issue of privatisa-

tion and believes Ministers

could be forced into announcing

early plans for privatisation to

Although the Government

won the division by 104 votes,

nearly 40 Tories voted against or abstained and there was

widespread dissatisfaction over

the coercion of the water

authorities into increasing charges by twice the rate of inflation.

believe criticism will increase

when the higher charges take

effect after April. The average increase for 11m Thames area

customers will be more than

Thames Water originally pro-

posed an increase of 3 per cent

as sufficient to cover investment

costs and make a profit. This

Government as part of its cam-

paign to maximise profits from

nationalised industries and re-

Mr Watts said he was con-

duce public sector borrowing.

vinced privatisation was the

best way to ensure long-term

protection for customers.
In his view, ministers would

have to give serious considera-

tion to the relationship between

authorities if they were to avoid

Managers buy out

succeeding years."

Total Assets

substantial and increasing

Government and water

the

was countermanded by

The Government's opponents

water charges next year.

another conflict over

By Richard Evans

cu logo

reaks

OWB

If Esso does not follow the to come back down again.

Texaco said yesterday that the effect of withdrawing price sup-port would be a four-star price of 191.9p a gallon, an average

increase, since pump prices there are as low as 180p. Others such as Scotland and Northern Ireland, are less competitive, and the average price in such places is very close to 191.9p.

Mr Harry Matthews, Texaco's managing director, said yesterday that the main reason for the increase was the continued appreciation of the dollar, in which crude oil is priced, against the pound. He said though the dollar

price of North Sea crude had fallen, sterling cost of North Sea oil was now about £25 a barrel, an increase of 21 per cent over the past year.

He added that crude oil costs last year increased by the equivalent of 12p a gallon, while oil companies gained price increases of only 1.5p a gallon in the same period.

Yesterday spot price February shipments of North Sea crude was quoted as high as \$28.90, higher than the last official price agreed by the British National Oil Corpora-

But Esso is likely to note that the sterling price of gasoline on the spot market has actually fallen, by £5 a tonne, since petrol prices were last increased in September.

For the independent chains that factor is more important than North Sea crude prices, and the danger for the majors is that if they raise their prices they may lose market share to the independents who buy their petrol at low spot-market

Tate & Lyle developing artificial sweetener

BY CARLA RAPOPORT

privatised' swetener in co-operation with Johnson & Johnson, the large MR ROY WATTS, chairman of U.S. pharmaceutical and con-Thames Water Authority, said Thames would volunteer "here sumer products group. and now " to be the first water

terday the product was "looking standards

food manufacturers, is pri- TGS's commercial value.

TATE & LYLE, the sugar group, marily a flavour enhancer, not is developing an artificial a sweetener. Its prime commercial target is expected to be the

chewing gum market. This week, Johnson & Johnson submitted TGS to the U.S. The sweetener, code-named Food and Drug Administration TGS, is in the development for approval. This process stage but Tate & Lyle said yes-could take years as the safety standards for artificial sweeteners in the U.S. are pargood in safety tests."

The artificial sweetener marticularly high.

Tate & Lyle said the sweeteners in the sweeteners i

competitive worldwide as more ner was sucrose-based and companies seek to reduce the chemically derived. Thaumasugar in their products without tin, by contrast, is drevide from sacrificing taste or safety. Tate the West African katemie fruit. & Lyle introduced thaumatin, The company declined to comits first artificial sweetener, in ment further on the product's development, and said it would Thaumatin, under trial with be some years before it knew

Second science park planned

terday's announcement of plans

A SECOND science park in some of the money to develop Cambridge could open in a the centre, with the rest couple of years, following yes- coming from venture capital

Port wins back container customer

By Richard Tomkins

THE Port of Southampton has won back its biggest customer, the Trio consortium of five shipping lines. The consortium stopped using Southampton when a 13-week manning dispute closed the port's container terminals on October 20 last year.

Trio's return is a signifi-cant hoost to Southampton's recovery in the wake of the strike. Container traffic accounted for 70 to 80 per cent of the port's business before the dispute broke out, and Trio handled about threequarters of it.

The remainder was handled by the Southern Africa Europe Container Service which announced on Wednesday that it would resume using Southampton as its UK port of call from April 1.

Trio is a consortium of five shipping lines from three countries: Overseas Con-tainers and Ben Line (UK) Nippon Yusen Kaisha and Mitsui OSK Lines (Japan) and Hapag Lloyd (West Germany). It operates between northern Europe and the Far East.

Since the Southampton dispute began, it has been using Greenock, Bristol and Tilbury as its UK ports of call and transhipping some goods in smaller vessels from Continental ports. Its first vessel to call at Southampton since the dispute began will be the Cardigan Bay on February 18.

Settlement of the dispute has enabled the port to cut its costs—and therefore the rates it offers—considerably. Cargo handling gangs have been cut by 25 per cent and new shift work arrangements have cut dockers' weekly pay of £270 a week by up to £40.

Trio's decision to resume working from Southampton was announced after a meeting with Associated British Ports yesterday afternoon. Mr Michael Leslie, chair-

man of the Trio steering committee and general manager of Nippon Yusen Kaisha's London branch office, said: "As a result of these talks, we feel we have assurances that they will provide a viable and

for a £5m innovation centre on organisations and Prof Wayne 22 acres of land owned by St Brown, a U.S. entrepreneur efficient service and it is on John's College on the city's out- who runs two innovation that basis that we are going centres in Utah and Texas. By Arthur Sandles

Final bids for RAF trainer submitted

THE Ministry of Defence has The companies initially in-received final bids for the £200m vited to submit final offers were contract for new trainer aircraft British Aerospace, collaborating The ministry pointed out yesdecision on the trainer in the next few months, the Ministry said yesterday.

Four aerospace manufac- Tucano trainer. turers were eventually per-mitted to submit their "best and final" bids for consideration. This was after the ministry had reversed a decision to of four bidders to put final

for the Royal Air Force. Minis- with the Swiss Pilatus company terday that ters are expected to reach a on the PC9 trainer aircraft, and option for the RAF of refurbish-

original bidders, Hunting Fire- engines. cracker Aircraft with the UK Firecracker and Westland Airinvite only two of the short list craft with the Australiandesigned A-20 Warrira II air- option for an additional 15 craft, led to all four being asked trainers.

the additional Short Brothers of Belfast, coling the existing jet trainer, the laborating with the Brazilian Jet Provost; "could not be Embraer company on the ruled out at this stage." four of the competing aircraft Protests from the other two are powered by turbo-propellor

The tender for the basic trainer calls for the manufacturers to submit proposals to supply 180 aircraft, with an

Talbot lays off 1,000 over Iran delay

opposition next year and in

shoe company The company said production could not be resumed until let-BABY DEER, Strangaer manufacturer of children's shoes, has been bought from its Manfrom Iran ot pay for kits already chester-based parent company, Phillips Components Holdings,

BY ARTHUR SMITH, MIDLANDS CORRESPONDENT

TALBOT UK last night laid off indefinitely the 1,000 workers engaged on its £130m-a-year export contract to supply car last of letters will not be delayed much last year because of similar delays in letters of credit.

Even though the Iranian kits to Iran.

ters of credit were received stockpiled at Newport Docks, South Wales.

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122 Leadenhall Street, London EC3V 4QR.

1984

£31.9m

319.3p

235p

companies offering growth in both capital and income.

Results for the year to 31st December

Net Asset Value per Ordinary Share

Dividend per Ordinary Share

Ordinary Share Price

assembly-lines running as this is such a popular car." The kits, based on the old Hillman Hunter, are sold in Iran as the Peykan.

Talbot, UK subsidiary of Peugeot of France, suffered a

1983

£25.6m

256.3p

*7.*5p

186p

%change

+24.6

+16.0

+26.3

problem caused a six-week lay-

Even though the Iranian off at the Coventry engineplant in the second half, Talbot is thought to have achieved a

than many others. trading profit for the whole

AN Old Bailey jury was warned state any more than the Labour, yesterday not to become in- Liberal or SDP parties, and he

start of his summing up, told the jury it was not concerned with whether it agreed with the politics of the Government at the time the Argentine cruiser was sunk.

claimed he leaked two documents on the Belgrano sinking to Mr Tam Dalyell, Labour MP for Linlithgow, because he had a duty in the interests of the ment was being misled by the Government.

The judge said that, after a general election, the policies of a party which commanded the support of the majority of the House of Commons were, for the time being, the policies of

It was not a question of the Conservative Party being the

warned the jury not to be misled by thinking any one political party was the state. Mr Ponting, of Islington,

charge under Section two of the Official Secrets Act of passing two documents to Mr Dalyell last July. The judge told the jury that a political debate on the policies

wholly outside the proper range of its discussions. The only thing the prosecu tion had to prove was that Mr whom it was Mr Ponting's duty

of the Belgrano sinking was

The trial was adjourned until secret session. He is expected

continue his summing up in ot send the jury out late in

Kenneth Gooding surveys Sir William Lyons' productive life

Jaguar founder saw former glory returning

of the Jaguar car company, who dled at his home near Rugby yesterday aged 84, lived long enough to see Jaguar return to something like its former glory.

Record car production last year followed its move back to the private sector as an independent organisation. Jaguar shares are selling at nearly double the price at which they were sold last August.

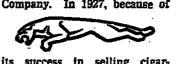
In his later years, much mellowed and a more approachable character than in his heyday, Sir William struck up a personal friendship with **M**r John Egan, Jaguar's managing director, and the product engi-neering chief, Mr Jim Randle. Consequently Sir William's influence on Jaguar products will continue to be felt for some

years yet because of the advice and help he gave them He is given most of the credit for building up Jaguar over 30 years. Like many British industrialists at the time, he ruled the company with a rod of iron. Autocratic, dictatorial

and aloof, he went to great lengths at times to get his own The story is still told of how in 1963 when he wanted to bring back to Jaguar Mr Wally Hassan, a senior engineer who left to join the Coventry Climax engine company and improve his prospects, Sir William did not

approach Mr Hassan himself,

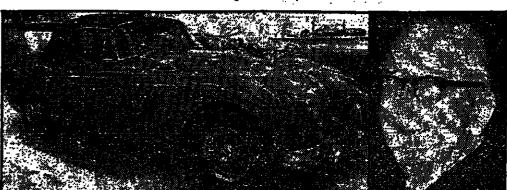
Coventry Climax. It was in 1922 that Bill Lyons co-founded the Swallow Sidecar Company. In 1927, because of



its success in selling cigarshaped sidecars made from was renamed Jaguar Cars. aluminium, the company was Jaguar's XK engine was able to extend production to cars based on the chassis of twin overhead camshafts and popular models of the time, hemispherical combustion such as the Austin Seven.

The following year the company moved to Coventry, which series of sports cars which inwas rapidly becoming the heart cluded the XK140 and XK150. the expanding motor

In 1931 Lyons introduced the first car completely of his own



Sir William Lyons right and one of the classic models the Jaguard XK 150 drophead

SS Cars was floated as a pub-lic company in 1935 and the issue heavily over-sub-script to the first time in 1950. issue heavily over-subscribed.
With the help of an engineer,
William Heynes, Lyons continued to develop the SS range to include a model fitted with the company's own 120hp, 2.5 litre engine which powered the SS100 to well over 100mph.

To achieve good sales for the SS100, the car went on sale at a very low price, £385. Sir William recalled many years later: "I never charged enough for the cars in those early

But by the outbreak of war in but instead went out and bought 1939 production was running at 5,000 a year. During the war car production gave way to output of military equipment, which included fuselage sections for pioneering jet aircraft.

When car output resumed after the war the old SS name was dropped because of its Nazi associations and the company Jaguar's XK engine was the

first mass-produced engine with chambers. It was used in 1948 to power the XK120, first of a The XK engine and the

styling of the XK series cars brought Jaguar worldwide acclaim, and provided the

It was promoted as "the car reputation for design and per- industry that after 20 years of with the £1,000 look," but cost formance that lives on today. post-war success, Jaguar wa During the 1950s Jaguar cars The Jaguar name was first won the Le Mans 24-hour race used in 1935 after Lyons had five times, something else that eliminated others, such as Hawk boosted its fame.

The company moved to its present factory at Browns Lane, Coventry, in 1951 to cope with the expansion in demand.

Sir William, knighted in 1956, diversified, acquiring the Daimler saloon car company, which gave extra capacity and two excellent V8 engines—and Guy, the lorry-builder. Later Coventry Climax was added.

By the mid-1960s Sir William was approaching retirement age, as were most of his fellowdirectors, and the question of who would succeed him became a pressing issue. His only son had been killed in a car accident

The problem seemed to have been solved through the friendship Sir William struck with Sir George Harriman, chairman of British Motor Corporation, which had emerged in the 1960s from a series of mergers designed to strengthen the UK motor industry.

The two men shared a car

after a London dinner one evening and a casual remark about the succession at Jaguar soon turned to more serious discussions about a merger of BMC and Jaguar.

Sir William later recalled that right up to the merger with BMC in 1966 his company was always profitable, though design, the SS Swallow Sports. foundation for the company's it is a widely-held belief in the

immineni and it is expected

the Bill.

he critical of many details of

six members of the committee

will succeed in postponing the

Bill's second reading. But their attempts to delay it are

regarded as a sign of the strong

Transport Secretary, who has

not been noticeably successful

in persuading the Commons to

accept his policies over the last

few months, can probably ex-

pect the strongest attacks when

it reaches the committee stage.

Mr Nicholas Ridley, the

It is thought unlikely that the

post-war success, Jaguar was prepared to merge with BMC only because it was unable to pay for its model replacement problem.

year Sir William that suggestion and Last rejected reasons, "I hadn't long left in



day-to-day management, and I wanted to leave the company in

He was also worried because BMC had acquired Jaguar's supplier of body panels, Pressed Steel Fisher, and was concerned about future continuity of supply.

BMC merged with Leyland to form British Leyland in 1968. a move which Sir William later described as "ruinous." By 1975 British Leyland had run out of money, and turned to the Government for help.

Sir William, a large, pinkcheeked man, remained actively involved with Jaguar until 1972. At the age of 70 in 1971 he went on a coast-to-coast tour of the U.S. to promote the V12 E-type Jaguar. He has been honorary president of the company since

He leaves a widow and two daughters. Mr Egan said yesterday: "Sir William created this company, and will be sadly missed by his great many friends at Jaguar and throughout the motor industry."

VO Offshore to leave Barrow

By Dominic Lawson

JOHN BROWN Engineering is to close down the main, Barrowin-Furness, office of VO Off-shore, an offshore technology design company, only a year from British Shipbuilders.

VO Offshore works at the forefront of North Sea technology, having designed the tionary Conoco Tension Leg Platform.

John Brown is expected to make about half of the 100 employees at Barrow-in-Furness redundant and relocate the remainder at its London office. which already employs 30 VO Offshore staff.

Mr Michael Isherwood, the senior principal naval architect at VO Offshore in Barrow, argued yesterday that it was foolish" to close down VO Offshore in Barrow, and that the Barrow engineering staff would be investigating the possibility of a management buy

MPs plan rough ride for Majorca bus service proposals to expel hooligans SIX MEMBERS of the House of

maiorcan notellet

TOURISTS WHO cause trouble on the Mediterranean holiday island of Majorca this summer will be sent home immediately as part of the island's general tightening of standards.

said: "The hooligans—Spanish, English or Scandinavian within two hours they wil be out. We have the co-operation of the tour-operators in this." St Juan Caldentey, assistant

managing director of Sol Hotels, said an agreement had been made among hotel, bar and restaurant interests, local authorities and tour-operators. By it many tourist resorts on

the island are banning open-air music after midnight, and actions such as taking crates of beer to beaches and selling drink out of doors late at night. Civic officials will visit London this month to detail the

Sr Caldentey denied that Sol, one of biggest hotel groups in Spain, planned to cut prices in response to the fall in British custom. He said Soi's British sales were down by 15 per cent and his group was doing better

Sr Caldentey said Sol Hotels would not cut prices.

Ignore politics Belgrano jury told

volved in politics when deciding its verdict in the General Belgrano secrets trial.

Mr Justice McCowan, at the

Mr Clive Ponting, 38, has

North London, has denied a

of the Government at the time

Dalvell was not a person to

to communicate the documents in the interests of the state. Monday, when the judge will

The six have also out down a Commons Transport committee motion calling for the Bill to are trying to delay the Governbe put to a special standing ment's Transport Bill designed committee. This would mean to deregulate buses and intro- the Commons itself acting as a evidence for and against the

duce greater competition in committee and able to hear local services. The Bill is due to be given Bill.

its second reading in the Com-mons next Tuesday. However, committee's report is said to be IIIP: -four Conservatives and two Labour-are calling for Commons to postpone a second reading until the transport committee has published a report on "the most fundamental upheaval in the bus industry for over 50 years."

Low pay rise plan attacked

By Max Wilkinson, Economics

TREASURY RESEARCH suggesting that lower pay rises stimulate activity and employment was strongly attacked yesterday by Mr Bryan Gould, the Labour Party's spokesman on trade. In a letter to Mr Nigel Lawson, the Chancellor, Mr Gould said there was little evidence

that lower pay would help employment unless it were accompanied by a change in monetary and fiscal policies. In the absence of a relaxing of government policies, he be lieves the main result of a deceleration in pay rises would be to increase company profits He is sceptical whether companies would use these extra profits for increased investment

in the absence of a stimulus to overall economic demand. Any improvement that a fall in real wages might give to overseas competitiveness would probably be offset. Mr Gould thinks, by a rise in the

exchange rate.
In his letter, Mr Gould says: "Your policy is therefore re-vealed as being nothing more than the age-old Tory pre-occupation with making the wage-earner responsible for mistakes in economic manage-

to lead to a straightforward transfer from wages to unproductive profits."

A warm wicket YORKSHIRE County Cricket Club has been offered a third

"In domestic terms, a fall in real wages would be most likely year of sponsorship from take from job to job without losing your benef

Equity & Law Life Assurance Society plc, Amersham Road, High Wycombe, Bucks HP135AL.

Immediate increase in mortgages ruled out

By Margaret Hughes

BUILDING SOCIETIES yesterday confirmed that there is to be no immediate rise in their rates. After the monthly meeting of its council members, the Building Societies Association said it believed circumstances did not warrant

Societies increased rates on February 1 by between 1 and 1.125 percentage points on mortgages and by three-quarters of a percentage on investment

The association said the situation would be kept under review in the light of competing interest rates, the inflow of funds and mortgage demand.

However, a change in rates this month is considered highly unlikely. Although building society rates are out of line with market interest rates, following the third rise in bank base rates, the inflow of funds from savers has held up well.

January's figures are due to be announced next week. They are expected to show a net inflow of about £850m. This would be the fourth-highest monthly inflow in the past 12 months.

Societies report a steady inbe a fall off, however, once the new 30th issue of National Savings Certificates paying 8.85 per cent free of tax goes on sale next Tuesday.

National Westminster Bank has also launched an account which, on balances of more than £2.000, matches the highest return paid by building societies.

Lloyds Bank and Barclays Bank are to launch accounts in an attempt to be more competitive when they have to deduct composite rate tax at source from April 4. Midland Bank has competitive product in its high interest cheque account.

The returns on these bank accounts are now more competitive with building societies rates further following the 2 percentage point increase in base rates. Building societies have not and even the February increases did not fully reflect the earlier rises in base rates.

Mr Mark Boleat, the association's deputy secretary general, said the council would be re-viewing rates again on March 7. If bank base rates were to fall. it was unlikely mortgage rates would come down straight away but a continuation of lower rates could lead to lower mortgage rates.

Gestetner to lose 500 jobs in restructuring

BY JAMES McDONALD

GESTETNER HOLDINGS, the office-equipment group, is to machines and stencils have false much of its factors in fallen in recent years. Gestetner close much of its factory in Tottenham, London. Eventually Tottenbasn, London. Eventually pensate this by manufacturing about 500 jobs will be lost in alternative products at prices the Gesteiner organisation in matching those of international the UK, where nearly 2,700 are competitors. employed.

The partial shutdown at Tottenham was announced yesterday as part of a reconstruction of the company's manufacturing operations. The cost of reorganisation, phased over the next year, is estimated at about £7m. Gestetner employs about 9,000 overseas.

World sales of duplicating- ageing works at Tottenham. says it has been unable to com-

The use of electronics in new duplicating-machines had also reduced the number of components made by the group, Ges-tetner told its workforce. and at Stirling, Scotland, for stencils.

He said the sad but unavoidble consequence of this was that to phase out the production of duplicating-machines and stencils from Tottenham

Enlarged facilities will be-come available at Welling-borough, Northants, for borough. duplicating-machine production,

Mr David Gestetner, joint Gestetner says priority will chairman of the company, said be given to Tottenham emit could not use its manufacture ployees who are interested and ing capacity and this was adding suitable for job vacancies elseto the already high cost of its where in the organisation.

Tyres recalled 'as precaution'

measure some tyres sold in the replacement markets in the UK, est Germany. Austria and the U.S. and fitted to Ford Sierra cars built in Cork in the Irish Republic between April and

In extreme conditions the 164 or 174.

SEMPERIT, the Austrian state- rubber of the tyre could owned tyre manufacturer, is separate from the steel bands with the tyres to contact a recalling as a precautionary employed in its radial ply con-

Semperit said yesterday only necessary. a small number of tyres was lowed by a letter and a combination of figures ending in

dealer or Semperit for a free inspection and replacement if

Ford dealers are to contact involved. They are of the Hi- 2,000 Sierra owners, whose cars Life M501 type and carry the might have been fitted with the production code DOT BU fol-tyres, for a free inspection. In the UK, Semperit can be contacted at Slough (0753) 38711.

win liberal treatment for a non-

Trading improvements urged for EEC

HARMONISATION of technical and safety and consumer pro- established as the financial standards, fewer border formalities and a free market in services are Britain's priorities for making the EEC internal tions. market work, Mr Paul Channon, Red Britain's Trade Minister, said yesterday.

He said Britain was support-EEC products, the aim was to

tection and to secure greater centre of the internal market, recognition of member- freely supplying its services to countries' different specifica- the EEC. The priority was to Red tape at EEC frontiers life insurance, unit and invest-

was costing industry an esti- ment trusts and accountancy mated £500m a year in waiting services and to see national time, he said. Following recent exchange controls relaxed. ing a new approach on stan- agreements to simplify papercustoms procedures.

Mr Channon was speaking to dards by the EEC Council of work and to co-ordinate border- the European Business Centre Ministers. Instead of trying to post opening-hours, the next big in London. He will be in reach a common standard for step would be to computerise Brussels on Monday for a meeting of the EEC's internal Britain hoped to see London market council.

Study on transport costs in regions

than in more central areas, backed study.

The report by PEIDA con-

THE TRANSPORT costs of increased transport subsidies as activity, that cause difficulty companies in areas of Britain an efficient form of regional rather than transport costs. such as Northern Ireland or policy. The study, however, Scotland are not much greater says that distance can be a evidence to indicate that transthan in more central areas, disadvantage to regional port costs affected the industrial according to a government- economic development in a structure of outlying regions wider sense.

Governments in the EEC suitants of Edinburgh for the have been looking at problems between 2 per cent and 4 per European Commission, the faced by businesses in the Com. cent of gross output value and Industry Department for Scotland and the Department of report shows that it is wider outlying areas the rate was Economic Development in issues, such as being far from between 2.8 per cent and 4 per Northern Ireland argues against the central areas of economic cent.

The consultants found no significantly: Average transport costs were

on allegations of

high living brought

France, at Cap Ferrat, owned by

● £1.8m from funds chaunelled

to Gibralter and used to repay

expected to have on realisable value.

In addition, Neville Russell has estimated that companies

Former executives in the investigations are said to have

spent money from the syndicate funds as follows:

alleged to control the rest.

Last Horrow Show,

Production costs of £1.8m for two films, Let's do It and

and a gas field in Oklahoma amounting to £240,000.

Mr Dixon and Mr Peter

various overseas companies.

a company in Geneva.

back-to-back loans.

executive jet aircraft.

Private hospitals consider drugs curb

A NUMBER of Britain's largest private hospital chains are considering limiting the drugs they dispense in line with government proposals for the National Health Ser-

Mr Bob Graham, managing director of Bupa, which runs 11 hospitals in the UK, says his hospital division will-study the Government's restricted list closely when it is released in the next few weeks. "We have to. We have to watch our costs, too," he

intended to save the Government £100m from its £1.4bn drugs bill, has been criticised sharply by many in the medical profession for infringing on doctors' freedom to prescribe.

Mr James Estall, company secretary of the Nuffield Hospitals, one of Britain's largest hospital chains, said vesterday: "It makes sense for us to study what the NHS is going to do, with a view toward saving money."

The UK subsidiary of AML the U.S.-based health group, which is the largest provider of private hospital beds in the UK, said it also was consider ing issuing a limited list. It plans talks with its medical advisory committees on the

Other hospital groups are studying the proposals with a view to instituting some control over the prescribing policies of their doctors.

The Government's list is aimed mainly at drugs for minor conditions. The private hospital's move would not have a big impact on drug sales unless the list were extended to more serious

 A proposal to expand the drug dispensing privileges of NHS doctors could prompt the collapse of a number of small, community pharmacles.

According to the Pharma-centical Society of Great Britain, the Government is considering a move to allow doctors to disnense these medicines which no longer be available on a NHS prescription once a restreited list of medicines is

"Unless the public wish to see the pharmaceutical service in rural areas eroded to the brink of extinction, we urge them to ornose these

Test case confronts Lloyd's on disciplining its members

THE DECISION by a disciplinary committee within the Lloyd's insurance market that Mr Peter Dixon, former head of PCW Underwriting Agencies, should be fined fim and expelled from the market brings to a climax one of the more

in Lloyd's in the past few years. Lloyd's investigators have been studying allegations that the Lloyd's disciplinary com-Mr Dixon masterminded an mittee which details the main ambitious series of financial schemes whereby nearly £40m money was was diverted from underwriting and others. funds belonging to 1,525 mem-bers of Lloyd's. The money, it has been asserted, was used to benefit personally Mr Dixon and his business associates. A web of more than 150 off-

shore companies has been un-covered through which the underwriting members' funds were secretly diverted. In addition, accountants acting for the underwriting members have back-to-back loans.
estimated that interest which £775,000 withdrawn from could have been earned on the misappropriated money could be £30m to £40m

The scale of the allegations is unlike anything that has ben seen in the Lloyd's insurance expected to have on realisable market or the City and poses one of the toughest challenges • £375,000 spent on the operany investment institution has ation and maintenance of an had to face. The City of London police fraud squad, Department of Trade and Industry inspectors and the office of the where Mr Dixon had an interest Director of Public Prosecutions gained benefit from short-term reassessing what action should be taken.

A key report prepared by interest, accountants Neville Russell for Former PCW's parent company, Minet Holdings, has been studied by

Synterials, a company on the unlisted British Securities John Moore reports

 Investments in Nolton, a small British public company. • Investments of £141.000 in to light by exposure two racehorse syndicates in of the PCW scandal

• Purchase of a 40 per cent stake in PCW's associate underwriting agency, WMD.

Investments were also made mittee which details the main allegations about how the in International Reporting money was used by Mr Dixon Systems, the Washington-based private intelligence organisa Mr Dixon's benefits from the tion which failed in 1983. funds, according to Neville In a 12-year period during Russell, are estimated at £8.4m. which this expenditure was Among items attributed to Mr made none of the underwriting Dixon by Neville Russell are: members, whose affairs Mr @ £2m on a villa in the South of Dixon and Mr Cameron-Webb France, at Cap Ferrat, owned by managed, knew what was hap-

For Lloyd's, the PCW affair has been a nightmare. The underwriting members' funds, which were siphoned out under the guise of reinsurance, were various overseas companies. channelled to offshore companies in Geneva, Gibraltar, the and improving various yachts. Isle of Man and other centres where Lloyd's has no jurisdic-

> Lloyd's has had to rely to a large extent on investigations by others to explore the affairs of companies beyond the walls of Lloyd's and outside the UK although the market has sweeping powers over its members Mr Dixon has based himself in Marbella during Lloyd's investi gations, which have been taking place since the end of 1982. Mr Cameron-Webb is operating from the Insurance Exchange of the Americas, the Lloyd's style market in Florida.
> Lloyd's has powers to impose

A 15 per cent stake in the unlimited fines on those in the Banque du Rhone et del la market found guilty of infringe-Tamise, a Swiss bank, for ments in Lloyd's. Penalties 2995.000. Former executives of could be imposed which recover the full extent of any money which has one mixing. However, the could be imposed to control the control to control which has gone missing. How ever, Lloyd's is restricted in this. Penalties of such a scale could be only imposed on irregularities which took place Two oilfields in Louisiana after the enactment of Lloyd's most recent legislation, which was approved in Parliament in Offences which took 1982.

Cameron-Webb, who set up the place before then may escape PCW agency and was the inferiour of such penalties. underwriter alleged to have meanwhile, the disciplinary channelled the money offshore, invested through Swiss companies £605,000 in a French orange juice company, La Sierra Jus de Fruits. case. If the money can never An investment of £443,000 be recovered from those at the in Technovation BV, a Dutch centre of these allegations, will high technology company which the proceedings act as a deterwas exchanged for shares in rent to others in the market?

The Mathieur

Teachers to call half-day stoppage without ballot

teachers' union plan to call a teachers' union plan to call a teachers and do not require a Meanwhile education authorities and do not require a meanwhile education authorities and do not require a meanwhile education authorities. this month without balloting members under the terms of the Trade Union Act.

The move by the National Association of Schoolmasters/ Union of Women Teachers seems certain to deepen legal controversy surrounding dis-ruptive action by teachers in pursuit of a 12.4 per cent pay A number of education authorities have said they in-tend to dock the pay of mem-bers of the National Union of

Teachers, which began a cam-paign of sanctions on Wednes-day, and some are taking legal advice on action against the NUT for not holding a ballot.

The NUT maintains that its stoppage is planned for the

LEADERS of the second-higgest six sanctions do not breach morning, to cause maximum never been satisfactorily estab- ceived a setback yesterday whe lished in law.

named in law.

There is, however, little doubt they had cited was overtimed that the 126,000-strong NAS/ by the Appeal Court UWT will be in contravention of the Act if it strikes on Feb. that the in contravention By a majority, three appeal of the Act if it strikes on Febjudges ruled that Wakefield ruary 26 without holding a bal-

our members."

The strike is due to go ahead the House of Lords. if, as expected, teachers' pay talks scheduled for next Monday produce no improvement in the employers' offer of 4 per cent and arbitration. The

ballot. This is contested by the ties contemplating deductions employers but the matter has from pay of NUT members to

ruary 26 without holding a bailot.

Bill Herron, assistant a superintendent registrar who
general secretary of the Rightled union, said last night. "As ceremonies on Saturday mornfar as the strike on the 26th is ings during a campaign of inconcerned, we are not balloting dustried layer in general." was refused leave to appeal to

The precise revelance of the ruling to the teachers' position on the fact that Mr Miles was a servant of the Crown, not

Court bars bus station pickets

BY DAVID BRINDLE, LABOUR STAFF

THE National Bus Company last sent other passengers by train. dispute, who picketed Victoria night secured an injunction to Birmingham.
This followed a day in which

picketed the three terminals to pay and operations agreement. draw attention to the dispute. An eight-strong picket-line atthe main London coach-station have been cancelled since at Victoria prevented almost January 27. all services using it as drivers refused to go in or out with their vehicles. National Ex-. press moved some services to starting poluts elsewhere and

At Bristol, where there were and won a speedy settlement. prevent striking National Welsh eight pickets, National Express coach-drivers picketing coach- set up a temporary coach-station stations in London, Bristol and elsewhere in the city and managed to keep cancellations

the National Express coach network was disrupted by more involves about 50 drivers and than 30 of the drivers who began before Christmas over a All coach services to and from itself.

Cardiff, Newport and Chepstow National Control of the Cardiff of the Ca

drivers, involved in a separate pickets would return today.

The injunction was taken out in the names of the bus com-pany's three subsidiaries which own the picketed terminals. It was awarded against the chair-The National Welsh dispute man and secretary of the strik-Transport and General Workers Union and against the union

National Bus Company offcials, who are aware that the anuary 27. localised industrial relations
As the National Bus Company framework of the industry does had feared, the strikers yester- not fit well-with the National day repeated the tactics employed last autumn by Liverpool night uncertain whether the

inglidered at last the fact th

I Ord. Index

E Gold Mines

im Resources

Owen urges pit strike reconciliation

By Peter Riddell, Political Edito THERE MUST be no spirit of revenge after the end of the miners' strike, as there was following the collapse of the 1926 coal strike, Dr David Owen, the Social Democrat leader, warned yesterday.

"We have not been involved in a battle," he said. "There are no paralicis what-ever in the miners' dispute with the Falklands war, and I have never mentioned the two issues in the same breath, Sadly, all the signs are that the Prime Minister does not see it that way."

Re urged her to remember Lord Nelson's words on the eve of the Battle of Trafalgar, when he wrote: "May humanity after victory be the predominant feature."

D Owen said everyone knew there were going to have to be considerable pit closures over the next decade and he urged the National Coal Board and the Government to put sub-stantial resources into the affected communities create jobs.

"NCB cuterprise-created far too late, inadequately staffed and insufficiently funded—nust now become the leading vehicle for the country to demonstrate its respect for the working miners."

By contrast. Mr John Butcher, Under-Secretary of State for Industry, said at a speech last night: "The miners' strike is the last battle marking the end of the 35year-old British civil war."

Ferry sailings disrupted by two disputes By Brian Groom, Labour Staff

FERRY SAILINGS between Dover, Calais and Boulogne

were discupted yesterday by two separate industrial dis-putes. Meanwhile Sealink sailings between Newhoven and Dieppe remained halted. A strike by French seamen, which began on Wednesday, stopped eight return sailings of French Sealink Ferries yesterday between Dover and Calais, but four sallings by a British Sealink ship were unaffected. The stoppage was in sup-

port of the dispute over manning levels on board the Senlac, the former Sealink UK vessel on the Newhaven to Dieppe route which is to be manned by French sea-Meanwhile British crews

of the Tiger and the Panther, two former P & O ferries, refused to sail between Dover and Boulogue because of a dispute over redundancy. notices issued to 40 ratings following the company's take-over by Townsend Thoresen. Men were meeting last night after halting eight return sailings.

Townsend Thoresen ferries between Dover and Calais and Zeebrugge operated normally. Scalink sailings between Dover and Dunkirk days of disruption.

Scargill, the master tactician, surprises everyone again

MR ARTHUR SCARGILL, president of the National Union of Mineworkers, is a master tac-tician—strategy, it may be allowed, is not so much of a strength.

Both the Government and the Naional Coal Board believed that Thursday's NUM executive meeting would see a sizeable group on the executive forcing the national leadership to either ence next Wednesday. pits, or discuss ending the dis- work-without an agreement

step ahead. by the board's demand of the ment at least to discuss the central one is: when to talk to issue of uneconomic pits before talks could restart. Here were grounds to make a common in the Commons on Monday. cause: both unions could call for talks to start immediately

executives was not an unqualified success: much was taken able to the miners and (b) a up with the NUM leaders draft agenda for talks had been aftemping to persuade the deputies to call for industrial action if talks were not resumed: this first lifem a discussion on the Nacods men would not do, preferring instead to keep their and not been agreed by the

paid for zoing home after refusing to cross picket lines. They have no real grievance

managed to postpone hard decisions for another two weeks until it meets once more out has changed little else.

He will no doubt attempt to persuade the Advisory Concellation and Arbitration Service to mount a committee of inquiry— but the Government and the board will regard that with as much favour as they would a rattlesnake, and Acas will not

without an agreement; or agreeing to talk to the board agreeing to talk to the board on at least partly its terms. Over this weekend, many that the Nacoda agreement, lodges, especially in South being only a sketeton does water, will raise the issue of offer huge scope for real barreturning to work as a body; gaining by those willing to put that will, in turn, be discussed that will, in turn, be discussed by a coalfield delegate confer-

John Lloyd reports on how the NUM

has gainedseveral extra weeks

breathing space

pute without agreement. But could yet be one way of ending Mr Scargill, as ever, was one this strike; the alternative of tep ahead. struggling on, in face of the He called in the executive of continual erosion of the for-Nacods the pit deputies union, merly solid striking areas for a joint meeting: he knew (shown in the chart below). the Nacods leaders were con- will seem less and less viable cerned that their agreement as time passes.
with the NCB, signed last Yet if the NUM faces hard
October, could be compromised choices, the NCB and the Government are not without NUM that it give a commit- their dilemmas, either, The

the NUM? And on what terms? In the debate on the industry both Mr Peter Walker the Energy Secretary, and Mr David for their own, different, reasons.

Hunt the Coal Minister, made a
Th meeting between the two point of stressing that (a) the Nacods agreement was avail-

No one, either on the NUM leadership, in Government or in the NCB now experts Nacods to initiate industrial action.

The Nacode agreement that the Nacods agreement that is The Nacods men have the independent element in the recently voted for a pay r.se colliery review procedure.

This leaves Mr Scargill essentially in the same position as the was before Thursday's executive: his Nacods factic has managed to postpone hard deci-Talks on this independent ele-

ment could be very broad in deed, they would have to be. What would be its terms of reference? Would it be national or area body? Would it hold its deliberations in piblie or private? Would its char-man have the status of an inspector or lower? These questions are tricky

be able to make it run.

The choices facing the miners will hus be as they were before the executive—

struggling on; ending the strike without an agreement; or sides: the miners are undersides: the miners are under much more pressure than the board. The point is, though that the Nacoda agreement, being only a skeleton; does

THE " HARDCORE" AREAS: MINERS WORKING ARDCORE AKERS MINERS 1985

Area	this week	Nos. working	Total miners	warki
Scottand	440	4.619	12,500	- 37
North-east	1.298	7.300	22.053 =	J
Yorkshire	1,001	6,595	49,500	13
Kent	5	155	2,100	
S. Wales	15	379	19,600	
Total (inc. all at	eas) 3,754	83,000	189,300	
Note: areas not	no chart includ	s: Nattinakame	Midanda	المصريحا
Leicestershire, So	oth Derhythia	and North D	arhyddir wh	
70 per cent of m	mers are now	at work.	3.	10.1

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Portman Hotel, Portman Square, London W1 on SUNDAY 10th FEBRUARY at 2.00pm Viewing from noon same day,

Auctioneers: A. Wellesley Briscop & Partners Ltd., 67/98 New Bond Street, London W1. 01-408 1612.

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THE WEEK IN THE THE MARKETS

City twiddles its thumbs

HOPES OF an early cut in interest rates evaporated this week but the equity market appears to be quite sanguine about 14 per cent base rates while gilts look even more relaxed. To judge by the movements of the last few days short gilts are already discounting a fall in base rates to 12 per cent even though the money supply figures gave little reason to suppose that such a two-point cut is imminent.

Equities lacked any real conviction to go one way or the other. Prices inched ahead for a couple of days and then eased back. But that the market is going broadly sideways is fair testimony to its strength given the uncertainty of the background in terms of what has happened to sterling, interest rates and the oil price.

On a narrower prespective of underlying corporate trends equities may be reasonably supported. Within a month the company sector will be well into its reporting season and unless there are any major shocks share prices overall should derive a good deal of reassurance from profit and dividend declarations, despite the likelihood of a fair number of rights issues.

Of course the Budget is only just over a month away and traditionally the equity market is fairly steady in the few weeks ahead of the Chancellor's statement. So it looks as if the market is in for a period of relative calm though events over the coming months are bound to be influenced by what happens on the oil front. Gilts and shares are still looking on the toppy side on a slightly larger view, the next few weeks may yet prove to be the calm before the storm.

The bid lands

Tootal developed a hunted look last November when Entrad first disclosed its shareholding of over 7 per cent. But" share. though the two groups engaged in behind-the-scenes talks at the turn of the year the Aus- exit multiple of 9 or 10 at 70p tralian textile group managed represents a premium to the to muddy the waters for the sector and the trading cycle market by dribbling out stock must be pretty near its peak. throughout January. That took Even bearing in mind the posthe edge off the Tootal share sibility of a rival bidder it would price and left some doubt as to not be surprising to see Tootal's however, and Tootal is now 10p higher.

LONDON

ONLOOKER

fighting a 70p a share cash bid valuing it at £124m.

From a London vantage point, Entrad looks a rather unlikely suitor for Tootal, even though it is Australia's biggest textile and clothing group and has been fairly active on the takeover scene. Only last summer Tootal sold its 49.9 per cent interest in Bradmill to Entrad little suspecting that the Australians would bid for the whole group with a matter of months. Mr Abe Goldberg, Entrad's

chief executive, has a reputation as "Mr Textiles" on the other side of the globe but even so his company's market valuation in Sydney is only £90m. Obviously it has gathered together the wherewithall to launch a £124m cash bid but the question here is how much further the group can go.

Historically Entrad has not paid much above asset value for its takeovers and at 70p it is already 10p or so above Tootal's net worth per share. Yet Entrad has some former senior Tootal men on his payroll so Mr Goldberg probably has the inside track when it comes to assessing Tootal's possibilities. He may just be willing to pump up the goodwill element further to land a major British group with a large US exposure.

Yet the 70p price is not exactly mean in the first place. The City has been excepting profits of around £22m to £23m (against £17.2m) for the year just ended. Given the incentive to throw in the kitchen sink that figure might come out around £25m in a defence document. Total will also, no doubt, make something of its solid balance sheet and it could easily restore the dividend to 41p a

Everything depends upon the quality of the defence but an its real intentions. The doubts shareholders rushing for the were dispelled this week, exists if Entrad's offer was, say,

More Dunlop

The Dunlop saga rolls on. Yesterday Sir Michael Edwardes adjourned the shareholders' meeting in order to come up with some fresh refinancing proposals. It was the first time he had faced the group's shareholders since he took office last year though he had little to offer by way of new information.

Understandably he is playing the cards close to his chest in his efforts to refinance the troubled group and keep it out of the predatory clutches of BTR. The bidder still has its offer on the table—worth 20p a share in cash—though that is now only a basis to continue the fight. Nobody believes that BTR can win Dunlop at that

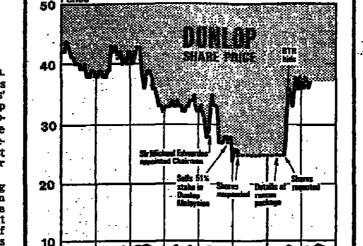
The arithmetic on BTR's noteoad is anyway dominated by Dunlop's borrowings. The price it eventually has to offer to gain control is of secondary importance, and for the present the battle is still in its tactical

By adjourning yesterday's meeting Dunlop has choked off BTR's ability to upset a vote on the refinancing proposals using its 28 per cent stake in the preference shares. That gives Sir Michael a breathing space to come up with a new scheme which may be able to circum-vent BTR's voting capabilities.

Dunlop had earlier won the support of its banks to continue with existing facilities until the current fight is sorted out one way or another. But BTR managed to turn the tables this week by winning the agreement turn. of the same banks to continue supporting Dunlop if BTR gains control. Exactly what financing proposals have been agreed is months the pressure has instill a closely guarded secret but the important point is that the bankers have basically with-drawn to a neurtal point on the battlefield. It is now up to Dunlop and BTR to make their cases and for Dunlop's shareholders to decide.

Wrong component

The story about the maturity of the electronic components demand cycle is so old that it is growing whiskers but still that did not prevent the market lopping almost a tenth off Uni-tech's market worth on Tuesday when the chairman made a cautious remark about the outlook in his interim statement.



\$ 19<u>84</u>

rise of a third to £7.04m pretax were admittedly at the botto mend of market expectations, but it was the statement that the rate of increase in new orders and sales was slowing down which caused so much damage to the share price. Given that the City's analysts, and the companies in the sector themselves, have been predicting for many months that the top of the demand cycle was upon the sector, the fall in Unitech's price looks well overdone.

But the setbacks of 1981 and 1982 are still fresh in investors' minds and the fear is that a substantial downturn in semi-conductor demand will drop the company flat on its face. In reality the component cycle may be at the top but it is not in immediate danger of total collapse and Unitech is not the company it was in the last down-

Falling prices in the component market are a fact of life for the distributors. In recent creased on commodity type products. Part of the reason for soggy demand can be found in the personal computer market which is suffering from weak sales. Just look what has happened to Acorn. A year ago the Cambridge computer manufacturer was the market's darling.

Half time profits showing a This week it had to suspen its shares at 28p (they reached 198p last summer) as it takes steps to "reorganised its

affairs. At the moment many in the industry see the current weak demand for components as no more than an "inventory adjust-ment" by its customers. The buyers believe prices will fall further so there is no point ordering today what can be bought for less in a few weeks time. Such "adjustments" cause the distributors a certain amount of pain but it is not traumatic.

That does not mean that chronic oversupply will not hit the sector in the future. It is impossible to predict accurately but most guesses put the next big downturn in the market about two years away.

Even when any shakeout comes there are reasons to suppose that Unitech will not be as badly hit as many of its contemporaries. Its operations now are of much higher quality than they were at the beginning of the eighties and its exposure to semiconductor distribution is limited to something less than a fifth of total activity. Come the downturn in demand Uniterh's profits might still be able to hold steady while others are

The bullish surge goes on

"AS JANUARY goes, so goes the year," is a bit of old investment folk fore that still carries a lot of weight on Wall Street. So the market's 75 point fling in the first month of 1985 was the sort of "buy" signal which has sent the smaller investors pouring back into the stock market.

Merril Lynch and Shearson Lehman, two of the biggest U.S. brokerage firms, felt that the January indicator was sufficiently important that they singled it out in their latest market letters to customers. Market gains in January are usually followed by gains over the balance of the year. The market's performance in the first month of the year "
particularly auspicious"
Merrill Lynch's view.

Investors appear to have taken the hint. This week J.S. share prices for the most part have continued their upwards march despite signs that the market was overdue for a correction. At the end of last week, the January rally appeared to be losing its momentum and on Friday for the first time in 20 days declining shares outnumbered advancing shares, breaking a winning streak which has broken all records in terms of the breadth of the market's advance. However, in the first four

days of this week, advancing shares continued to outnumber decling states, and the broaderbased stock market indices continued to post fresh peaks, as did the Dow Jones transporta-tion average. Turnover remains unusually heavy with the New York Stock Exchange trading volume topping 100m shares for 21 consecutive trading sessions.

Once again it has been the smaller capitalised stocks which have been leading the market upwards rather than the blue chips. By Thursday evening the NASDAQ composite index, which tracks the over-thecounter stocks, was registering a 16.1 per cent gain on the year to date, more than double the are running down their money Terry Garrett rise in the Dow Jones industrial

NEW YORK

WILLIAM HALL

average. Meanwhile, the New York composite index was showing a 9.1 per cent gain.

The credit markets by con-Street's euphoria this week. Most analysts have come round to the view that the Fed has now tightened its grip monetary policy to curb an excessive growth in U.S. money supply. The only question is how much? Long-term bond yields. which had looked like breaking below 11 per cent only a fortnight ago, have since risen by 35 basis points and are now close to 111 per cent. The weakness of the credit

markets this week was partly due to a poor response to a big U.S. Treasury refinancing package. Analysts had been expecting that the Treasury would be able to get away with an average yield of around 11 per cent on its new 30-year bond. In the event the average yield was 11.27 per cent, which sent bond prices tumbling and by Thursday evening long bond prices were showing losses of a point or more, for the second week

The behaviour of the U.S. credit markets over the past formight should have sent a cautionary signal to the stock markets since the rise in fixed interest returns is likely to reduce the attractiveness of equities. Another cloud on the horizon is institutional cash, which is said to be unusually low at the moment, and could limit their ability to fuel the rally.

There are some indications that the big institutions have been switching part of their bond portfolios into equities. However, the return of the small investor, many of whom market funds, appear to be the FR

major factor in the current stock market boom.

Up and down Wall Street it is hard to find anyone who is not bullish these days. Most advisers have taken it for granted that the Dow Jones industrial average will break through 1300 and there is a fair sprinkling of optimists who argue that the 1400 level will also be broken this year.

Even some of Wall Street's most renowned names are pulting their seal of approval on the current stock market boom. Last weekend, for example, Mr John Whitehead, who has just stepped down as the co-chairman of Goldman Sachs, one of Wall Street's best managed firms, was in a very bullish

Standard & Poor's 500 average, which has already risen by will be up by another 10 per cent or more by end year. Mr Whitehead forecast. This would put the S & P 500 just under 200 and, assuming the same sort of rise in the Dow, would push the stock market's best known barometer above the 1400 level.

He is also betting that longterm bond yields will drop by a further point to 10! per cent by year end, and prime rates (currently 10.5 per cent) will end the year "well below 10 per cent." He does not expect the U.S. inflation rate to real GNP will increase by more than 5 per cent between the end of 1984 and the end of

Wall Street appears convinced that the recent upturn signals the return of the bull market, not a seasonal flash-in-

o pan ian,.		
DNDAY	1290.08	÷12.
JESDAY	1285.23	– 4.
EDNESDAY	1280.59	- 4,
URSDAY	1298.08	÷ 9.
YACIS		

MARKET HIGHLIGHTS OF THE WEEK

	y day	ou week	High	Low	
F.T. Ord. Index	988.5	+11.0	1,024.5	755.3	Hopes of cheaper credit shortly
F.T. Gold Mines Index	484.5	+ 2.5	711.7	439.5	Rand improves against dollar
A.B. Electronic	425	-52	555	366	Fears about Acorn Computer
Body Shop Intn'l.	675	+120	675	145	Chairman's bullish annual review
Bullough	470	+42	470	234	Good results/rights issue
Debenhams	214	+24	222	141	Hanson Trust bid rumours
Falcon Resources	475	+71	522	· 85	Colorado drilling hopes
Flextech	92	十29	140	53	Excellent interim results
Halstead (James)	77	-15	109	59	Bid hopes fade .
Imperial Group	215	+21	217	.134	"Ho-Jo" sale hopes/int. Thurs.
laguar	340	+37	340	178	Dollar earnings potential
Martin (R. P.)	405	+60	420	220	Bid approach
Pauls	365	+112	375	197	Bid from Harrisons & Crosfield
Pilkington Bros.	321	+36	350	213	Broker upgrades profit forecast
Thorn EMI	454	. +34	700	· 375	Rumours of consortum bid
Tootal	77	+13	\$ 0	381	Bid from Entrad
Unibond	220	. ÷85	220	100	Bid from Beecham
Unitech	250	-45	310	204	Disappointing interim figures
W. W. Group	185	-25	230	130	Bid discussions aborted
Westland	106	-20	189	106	Worries about order position

The money men go for quality

of new issues to investors in the coming months.

The leading sponsors indicate that together they are likely to bring as many new companies to the junior market this year as they did in 1984. And there should be a bigger

choice for investors—the issues on the sponsors books come from a broader range of indus-tries than before. Food, textile and building companies are lining up alongside the oncepredominant high-technology These companies often will be

older and larger than the typical USM offering of the past—with, perhaps, slower growth prospects but much less risk of hitting trouble on the way Roger Abraham, a partner with Simon and Coates—one of has graduated from the over-the-the USM's most prolific brokers counter market, was received -says: "A lot of companies came to the market growing at 30 or 40 per cent a year. Now, there will be more solid companies growing at 15 per cent in good traditional sectors."

It is not that brokers are turning away all computer techment running against computer stocks is so strong, particularly in the wake of this week's suspension of the shares of Acorn Computer, that new issues in the sector are being held back. Sinclair Research, Sir Clive Sinclair's computer company. which this week announced the postponement of its planned flotation, is only the largest

group to be affected. Part of the problem, illustrated graphically by Acorn, is that even companies which come to the market with a good track record and good initial prospects run into trouble. In the past week, the shares of CPS Computer have fallen 30p to 125p following the announcement of its first annual results as a USM-quoted company. The market was less interested in

Unlisted Securities Market

the fact that pre-tax profits had more than doubled than in a warning about supply delays. The blight on computer stocks did not, however, prevent

Synapse, a software maintenance company, from achieving a good premium when it joined the market on Monday. Placed at 174p, the shares had risen to 220p by the end of the week. Memcom International, an electronic filing company which less warmly - but still ended

the week at 300p, above the closing OTC price of 295p. As the table shows, these companies are just two of the eight to have joined the USM so far this year. It is a sign of the underlying demand for new nology stocks; but the senti- issues that only two companies - Consolidated Tern Investments, a South Glamorganbased property, building and plant-hire group, and Opto-metrics, which makes optical components — failed to achieve

> a premium. Consolidated Tern was seen by investors to be priced expensively, on a multiple of just

USM FLOTATIONS IN 1985 (p) at (p) Bennett & Fount'n 10 Bluebird Toys ... 73 Consolidated Tern 105 104 300 Memcora Introtal. 295 Optometrics 55
Spafax Television 68

220

125

ings per share, for a construc-tion company based in an economically-depressed area. Optometries suffered because the market often takes the view that graduates from the OTC aiready are full-priced.

The best premium so far -

45 per cent has been achieved

by Bennett and Fountain, a distributor and retailer of electrical and kitchen equipment. It is typical in some ways of the older companies which are likely to become more common on the USM founded in 1924, it has a record of solid, if undramatic, growth. Another popular issue was Bluebird Toys, maker of the Big Yellow Teapot and other toys for toddlers and young children, which has shot to a premium of more than 20 per cent since dealings began on Monday. Investors are attracted by the lifetime's experience in the toy industry of the company's founder, chairman and chief executive, Torquil Norman.

The general success of these often at demanding prices, is reassuring for companies joining what is a very volatile market. agree that choppy conditions make it difficult to price issues, but have not staunched investors' demand for the flow of new companies.

Perhaps only disaster would do that. Martin Gibbs, partner in charge of corporate finance at broker Phillips and Drew, "If the market were to crash by say, one-third, then people would wait."

In the meantime, it is the quality of individual companies which will matter most on the USM. One merchant banker said: "Investors are more interested in the USM than ever before, but they are far more choosy about which companies they back."

Stefan Wagstyl

he investment opportunity for 1985

66For 1985, there is a strong accord among the professional tipsters and fund managers that the safest gains are going to be made much nearer home—in Europe 77 Daily Telegraph, 12 January 1985

If you regard Europe as just a playground for holidays or the home of the latest Common Market mountain, stop. Think again. It's also very much a

place for making money.

From the Mediterranean coast in the south to the Arcticin the north, there is an exciting story of growing industrial and commercial strength.

Investment in Europe is now beginning to emerge as a realistic way of making money. Indeed, according to the Financial Times (10 November 1984), only Greece - of 14 European countries surveyed - failed to register an increase in overall share prices in 1983-84. Thus, if investment is about ing the right place to invest, Europe has much to say for itself. But successful investment also depends on good timing; at Oppenheimer, we believe that this is an excellent time to look at Europe in a new way and take your opportunity to cash in on the resurgence in stock prices across the Continent.

FIND THE WORLD'S TOP STOCKMARKET IN 1984! Which stockmarket has been the best performer in the worldin 1984?

Is it America - with a Reagan election victory No. and a booming economy? Is it Japan - with rising profits and a massive No. balance of payments surplus? Is it Britain - with a stable government and lowinflation?

Perhaps Hong Kong—with the Chinese at last No.

The answer - perhaps surprisingly - is Spain.

Over 1984 the Madrid bull market notched up an index increase of +43%. In the performance league table published by Investors Chronicle, other European Markets also performed strongly over

(Value	of£1,000	Stockmarkets invested on 1/1/84 formance and curren	ncy)
1 Spain .	+57.4	7 Netherlands	+22,2
Hong Kong	+54.4	8: UK	+18.2
3 Japan	+35.8	9 Italy	+17.1
4 Norway	+28.1	10USĂ	+14.4
5' Belgium	+25.0	11 W Germany	+11.4
6 France	+22.6	12 Australia	+11.5
. (Source: Investors Chronic)	c) figures to # [2]	5 ·	i

THE OPPENHEIMER EUROPEAN **GROWTH TRUST**

Oppenheimer, which manages worldwide funds amounting to more than £6,000,000,000, launched its European Growth Trust in September 1984 and already the price of units has climbed by more than-28.4% Now, as the above information and press comment indicate, the story of growing industrial and commercial strength in Europe seems set to continue.
*offer to offer price 3.9.84-5.2.85

Oppenheimer European Growth Trust Portfolio at 1/2/85 27.1% Italy 5.2% 15.5% Netherlands 2.0% France 13.1% Finland 0.6% Switzerland 10.4% Cash 19.5% Spain

6.6% 100.0% The Trust will be actively managed to take advantage of the wide variety of opportunities that Europe presents. Remember, however, that the price of units may go down as well as up and that unit trusts should be considered as medium to long-term

HOW TO INVEST

To invest in the Oppenheimer European Growth Trust, simply fill in the Application Form and send it, with your cheque, to Oppenheimer Trust Management Limited, Department 11, Mercantile House, 66 Cannon Street, London EC4N 6AE. Alternatively, you can contact our dealing room on 01-236 3885 and give them your instructions direct. They will also be pleased to answer any questions you may have. The minimum investment is £1,000. There is a 5% initial charge which is [In the case of joint app deducted from the amount subscribed and a 1% annual management fee (plus VAT).

ADDITIONAL INFORMATION. The Trust was authorised in May 1984. The units search are Accumulation Units. This means that the income earned by the Trust (after tax and expenses) is transferred automatically to the capital of the trust, and the price of the units will reflect this fact. You will receive a tax woucher to show the net amount occumulated. To calculate receive a tax voucher to show the net amount occumulated. To calculant capital gains on accumulation units, the total amount of reinvested net income (shown on the tax credit vouchers) should be added to the original cost. The resulting total, deducted from the eventual sale proceeds, gives the capital gain or loss. The price of units and the trust by teld will appear daily in the Financial Times, The Times and the Daily Telegraph, space resulting the capital gain or loss.

An initial charge of 5% (from which commission may be paid to approved intermediaries) is deducted from the consideration. The Trust Deed gives the Managers authority to charge an annual management charge of up to 14% (plus VAT). However, at present, the Menagers charge only 1% (plus VAT). This is deducted from income and is taken into account in the more deal.

You will be sent a Contract Note confirming your purchase, and your Unit Certificate will normally follow within 28 days. You may sell your units on any working day at the ruling bid price by completing the form on the back of the Certificate and sending it to the Managers. Payment will normally be made within seven working days.

Managers: Oppenheimer Trust Management Limited, Mercantile Ouse, 66 Camon Street, Loudon ECAN 6AE. Tel: 01-236 3885. egistered in England No. 1400/51. Trustee: Lloyds Bank plc., 71 Lombard, reet, Loudon ECA. The Trust Deed may be inspected at the Registered feet of the Trustee or the Managems.

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(minimum £1,000) payable to "Oppenheimer Trust Management Limited". I am/We are over 18 years of age.

Surname (Mz/Mrs/Miss)		
Forenames		
Address	_:	

Please tick if you wish to receive further information on:
The Oppenheimer Etropean Growth Trust
The Oppenheimer Monthly Savings Account

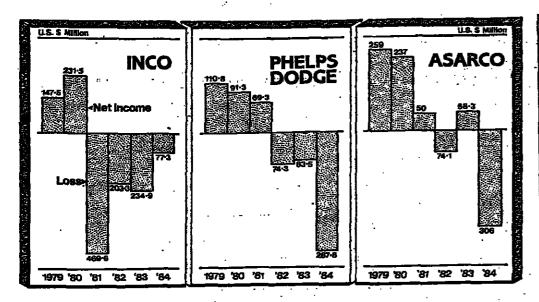
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(* Please delete where appropriate.) (In the case of joint applications, all must sign on a separate sheet of

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Mercantile House Group INTERNATIONAL FINANCIAL SERVICES

ige side



Not over yet, over there

BY KENNETH MARSTON

might well say as you look at profits were smaller. the charts at the foot of this column which show how the big transatlantic metals and minerals companies have suffered in recent years. Indeed, the stay in business at all after hav- and high interest rates. The ing taken such a beating from weak metal prices.

Asarco, for instance, has announced this week a huge loss of \$236m (currently equal to about £212m) for the fourth quarter of 1984. It makes a total loss for the year of \$306m. or \$12.56 per share, compared with a net profit of \$58.3m in

As much as \$216m of the latest loss has resulted from the writing down of the value of assets such as mines and smelters which are being closed. Similarly, the copperproducing Phelps Dodge, which lost \$267.8m last year, wrote off \$195m from its assets which include those being sold.

Then we have had the diversified Amax natural resources company plunging heavily into the red in the fourth quarter of 1984 with a net loss of \$259.4m. Of this, \$206m reflected a provision for losses on property and investments made up of a write-down of \$195mfor the agricultural chemicals business and \$11m for the copper facilities.

After earning a net \$21.1m for the first nine months of the year Amax has thus come out of \$238.3m, albeit less than the per

Unlike their foreign competitors, who gain on the converof revenue from sales made in strong dollars into the lower-valued domestic currencies, the U.S. companies have wonder is that they can still to live with low dollar prices going could hardly be tougher for them and yet demand for most metals is good.

The trouble is that there is just too much metal production capacity around. It was built up largely during the 1970s in the expectation of a big surge in demand for metal-remember the warnings of the world run-ning out of minerals?—that has not happened yet. Until it does the companies can only concentrate on getting their costs down and hoping for the best.

This, they are doing and a good example is Canada's nickelproducing Inco which has been able to produce a quarterly profit—of a relatively modest U.S.\$4.5m—for the first time in three years. It still leaves the group with a net loss for 1984 of \$77.3m, but that is a lot less painful than the loss of \$234.9m sustained in 1983.

The transatlantic majors may be down, but they are not yet out. They will now be pinning . Gold Fields of South Africa hopes on the continued erosion of the world's surplus stocks of copper, have started to pick up.

year Amax has tous come out with a net loss for the full year Seltrust Holdings, the 75.4 result leaves the London parent loss of \$489m sustained in 1983 Australian mining subsidiary of better off than a year ago.

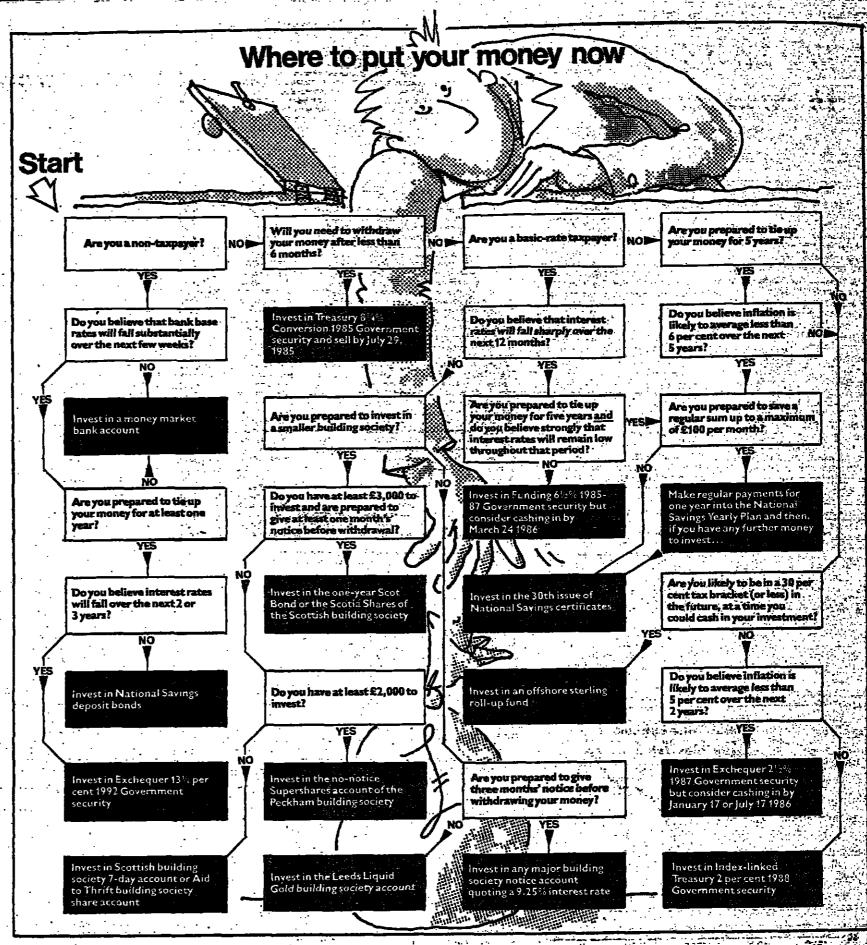
"NOT a pretty picture," you when the pre-tax operating British Petroleum, is to be placed into liquidation, just as BP warned would happen if the minority shareholders in Seltrust rejected BP's restructur-ing proposals for the company.

Smarting, perhaps, after the rebuff from the minority shareholders of Seltrust who rejected the oil giant's plans for their company, BP has said that the return to them from liquidation is unlikely to match that offered under the previously rejected scheme of arrangement" which included an offer of 54 cents (about 37p) per share of

Still, BP has deferred calling its loans to Seltrust which will allow the latter to go into voluntary liquidation and thus hopefully, get a better return for shareholders than would be the case in a compulsory winding-The idea is that the company can be sold as a going

Whatever the outcome, the manner in which BP has conducted the whole affair has been seen as heavy-handed by many Seltrust minority shareholders, both here and in Australia. It may take more than corporate image advertising to persuade them ever to become investors in BP.

has lifted half-year earnings by 18 per cent to R77.5m (£37.6m) metal which eventually should and raised the interim dividend lead to better prices. At least to 40 cents from 36 cents. The most of these metal prices good performance reflects the appear to have stopped falling and some, such as nickel and ceived by the group's mining investments. But exchange rates cut both ways and the latest cent-owned loss-making Consolidated Gold Fields, no



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9-50%=13-57%
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The attractions of having a gilt complex

over the past seven months that a variety of anomalies and special bargains have sprung up for savers to exploit.

The changes have generally favoured those who have not locked away their money in in the longer term. long-term accounts but have retained the freedom to move it

On most savings accounts now, real interest rates are at

interest rate (net of basic rate tax) **Building societies** Scot Bond Scotia Shares 10.39 Aid to Thrift ...' 9.23 Peckham 10.19

Leeds Vational Savings Deposit bonds... 30th issue cert. Yearly Plan ...

Three months' notice. † £100. Gross rate from March 13. Tax-free.

Source: Building Society Choice, Rattlesden, Suffolk. their highest levels, after adjustment for inflation for 50 years. But the upward trend

which has coincided with the fall of sterling has been running out of steam at least temporarily, over the past 10 days. Yesterday, the Building Societies Association decided after a marathon meeting not to recommend an increase in the mortgage rate or in the basic investment rate—at least not yet. Nevertheless, for the basicrate taxpayer, the interest rates now on offer cannot be matched elsewhere, as is shown by the decision tree above.

Once again, the differentials between the rates offered by the building societies have widened as they did last September, although the September, although the largest five societies have retained identical rates in most of their accounts. The only major drawback in depositing your money with a small society is that you will probably have to send off a cheque in the post and communicate by letter rather than by calling in at a local branch

There is no prospect of mort gage funds being rationed in the near future so most savers need no longer feel obliged to stay loyal to one society in the hope of recieving favours later. There is a slightly higher risk that a small building society may default and be unable to repay you but, provided the society is in the BSA protection scheme, this should not be a major worry.

However, for all those who have to find a home for their cash for just a few months, short-dated Government "giltsecurities may offer

THERE HAVE been so many higher returns, according to fluctuations in interest rates Phillips and Drew. Unusually, Phillips and Drew. Unusually, the redemption yield of gilts due to be redeemed over the next year is higher than on longer-dated stock, reflecting the view that interest rates are more likely to fall than rise

> The decision tree recommends the Treasury 81 per cent Conversion 1985 gilt, assuming you can avoid any tax on your returns by selling before the next dividend is due. But there are two provisos. One is that the capital gains you are guaranteed to make by holding the gilt do not push your total gains (after inflation adjustment) above your annual exemption from capital gains tax. For 1985-86, the exemption will probably be £5,900 although the Government may change the rules in next month's Budget,

probably in your favour. Second, there is a slight risk that the Inland Revenue could seek to subject your gains to income tax. But it rarely does so, if you have adopted such tactics as a once-only opera-

For the higher-rate taxpayers, other gilts also have attractions. The 1988 index-linked stock whose cheappess was publicised on these pages in September, has now risen sharply in value. But it may still be worthwhile buying if you think inflation is likely to average 5 per cent or more or, as the lowest-risk option, if you have no idea what is likely to happen to inflation.

If you buy either of the other conventional glit-edged stocks, you could boost your post-tax returns by selling shortly before one of the six-monthly dividends is due (on which income tax is payable). Note also that if you

hold the gilt for more than one The new 30th issue of the cer-year, your gains will be entirely tificates will be on sale on Wed-

the Funding 1985-87, the Index-linked 1988 and the Exchequer money market bank and trust 1992 gilts are on the National accounts (see page 27): But are then lower for purchases of selves will fall if the banks less than about £10,000 and also base rates are cut. This remains

make them competitive, particularly for higher-rate taxpayers.

exempt from capital gains tax. nesday. Of the stocks recommended. The highest rates of interest Savings Stock Register and may investors have to pay tax at be bought through the Post their top rates on the interest Office. The commission charges and the interest rates them no tax is deducted at source likely as both the inter-bank from the dividends. Increases in the rates of date gilts have remained coasis-National Savings products were tently lower than the base rates amounced two weeks ago to over the past two weeks. over the past two weeks.

"Clive Wolman

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Dauntsey House, Frederick's Piece,

Fund managers: Mr Richard Smith

When advice comes with cash backing

IT CAN be dangerous to devote are often helpful.

So says Richard Smith, who runs the fourth-most successful UK unit trust in the five-year performance tables, Henderson Special Situations,

Smith's job requires him to seek out companies in special situations, at their launch on the stock market, under the threat of a takeover or undergoing a major reorganisation. But Smith is glad that he has to manage at the same time three other more general UK unit trusts and two investment trusts.

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Hunting for shares that are likely to shoot up in value over the short term can be fun, he says, but it may also tempt you into buying and selling too often. Instead, he buys special situation shares only when he comes across them without spending all his time trying to grasp opportunities that may not really be there.

Not all of the Special Situa-tions fund is invested in classic special situations. The portfolio is built around a core of smaller companies, capitalised at less than £75m, held for the longer

This core will typically be around 30 to 40 per cent of the value of the whole fund. But as the unit trust has grown in size this proportion has fallen. "Although you take the long-term view, you have to be aware of marketability," Smith says. Large stakes in small companies can be hard to sell in

In this category Smith looks too much of your attention to for companies in lines of busipicking out the hot stocks just ness where there are no stock before they move. A few distrac- market alternatives and which tions and other responsibilities have particularly strong man-

As examples of such unique businesses, he picks Juliana's Holdings, the discotheque group, and auctioneers Christies. There's always quite a high premium on a unique company," he says.

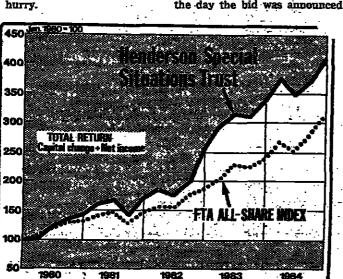
For management, singles out Cray Electronics, the first company he visited after joining Henderson, "Your personal impression of the managers is a fair share of your decision to buy or sell," he says. "In smaller companies so much depends on the management."

More recently, he has been impressed with the financial software company Brikat, which is traded on the Unlisted Securities Market. "They have an extremely good product and they're good at marketing it." Smith says his confidence con-Smith says, his confidence confirmed when they received a seal of approval from IBM.

But management is also essential. Smith was willing to back Dee Corporation largely on the strength of its chairman, Alec

Dee used to be considered an income stock but Monk embarked on a series of takeover bids, and produced steadily increasing profits. "We were prepared to back the man," Smith says. He still has Dee

shares in the portfolio, though the holding has been reduced. The Special Situations fund's largest holding is now in Dixons, which recently won its battle to take over Currys. "On





The man who puts his own money where his mouth

If the takeover went through, Smith reasoned, the combined group would be of a size where its shares would be essential to every major institutional port-Even if the bid failed it would focus investors' attention on Dixons.

Smith will also from time to time invest a portion of his portfolio around an out of favour industrial sector, picking two or three stocks because he likes the outlook for profits in the sector. Recently, the fund has been heavily weighted in the health and household sectors because of what he sees as their certainty of profits

But there is no rigid formula that Smith uses in constructing his portfolio. "If you are too mechanistic I don't think you will get the outperformance you are looking for," he says.

He may look for gains of 20 to 25 per cent on his short-term investments, and 100 per cent

is: Richard Smith

we bought shares," Smith says, from longer term holdings, but "in the belief that if successful it would be a very exciting targets when deciding whether

Similarly, he pays some attention to technical indicators, such as the overbought/oversold statistics on the Dogfox information service run by stockbrokers Scrimgeour Kemp-This gives an idea of when a share has been bought or sold too heavily and its price has moved away from its trend

line, but only temporarily. Smoth uses this technical indicator only to decide on timing a share purchase when he has already made up his mind on other grounds, to invest in a company.

In the long run Smith aims to outperform the FT All-Share index. When he does not—as happened in 1984 due to disappointments like Amstrad and Polly Peck-" a fair bit of soulsearching "goes on.

And pocket-searching too, for

Smith invests personally in all the funds he manages. "It concentrates the mind wonderfully." he says

George Graham

£250

A matter of credit where none is due

Bank errors in your favour don't work according to Monopoly rules. Harold Baldwin explains.

SCHOOLBOY Maxwell Harvey last month set a record for capital appreciation when he invested a small amount in a Barclay's Super Saver account in Putney, London. His latest statement showed a balance of £20,415.06 whereas he calculated the correct figure to be

Being an honest lad he pointed out the error to the bank, but he must have been tempted to draw a few hundred pounds to buy the computer he wanted. Had he done so, would he have got away with it?

Unfortunately not. Where over-crediting occurs you can only obtain a legal right to the money if you honestly believed that the entries on your state-ment were correct and you altered your finance in consequence. In one case involving Lloyds Bank dividends had been incorrectly credited to an elderly woman's account over several years. Statements had been sent to her and it was held that she had genuinely relied on the balances shown and spent the money. The bank was unable to recover the loss. It night have stood a better chance if the customer had been some-

body in business.
Naturally, the bank must rectify the matter immediately if it debits your account with someone else's cheque, or a forged cheque, or fails to put a credit of yours to your account. If it reduces your balance in error and then returns one of your cheques or taus to make a payment in is the one appearing on your accordance with your instructions through lack of funds it could be lieble to a distribute the could be distributed to a distribute the could be lieble to a distribute the could be distributed to a distributed the could be liable to a claim for breach of contract or libel or both. Where a non-trader is involved, however, breach of contract damages are likely to be nominal."

Banks encourage customers to check the items and balance on their statements as soon as possible after they receive them. It. is a sensible practice, but though banks say that the risk there is no legal obligation in- is small. It is essential to keep volved. Even a note on the a record of the amounts and the statement that the customer dates that you withdraw funds, should advise the bank of any When dealing with cashier errors is not legally binding and count your cash before leaving in no way takes away your right to dispute the validity of an entry at a later date. him a lot of time and Considering the huge volume speak from experience. him a lot of time and worry. I

of transactions involved, banks make relatively few mistakes and in most cases they are settled amicably. Sometimes they make themselves look silly, as when one bank recently debited their customers twice with their monthly standing orders and direct debits. Colossal blunders of this nature are usually found quickly.

Individual credits where the paying-in slip has been incor-rectly completed are more difficult and worrying. Credits paid in at branches other than where the account is maintained are particularly troublesome. Normally, the credit should reach the appropriate branch three days later, but if the account holding branch has not been specified correctly the funds are in limbo-land, Banks issue regular circulars to all their branches listing these homeless credits, but in the main they have to rely on the

customer reporting a missing A bank cannot be held liable for a customer's negligence. For example, if you write a cheque in such a careless way that the amount can easily be altered. say by adding another nought, any loss incurred will be yours.

On the other hand a bank is liable if it does not act strictly in accordance with your instructions in any matter. For example, by not cancelling or amending order, paying the funds to the wrong person, or amending your instructions without your authority.

A miscalculation of interest charges sometimes occurs if the wrong date or rate of interest is fed into the computer. It is often difficult to check the charge accurately, because banks programme their computers to show two daily balances—the uncleared balance, which

Interest is charged on the cleared balance which is not seen by the customer. Nevertheless, it should be possible for you to arrive at a figure close enough to the bank's to be sure that no serious error has occurred. Automatic cash dispensers ar

not immune from errors al the counter. The cashier will not feel insulted, You may save

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There is no doubt that investors who had the fore-sight or luck to put money in this

"One Company, Target Life, can actually boast an investment record that is so superior that it can afford to pay twice the pension of some of

Target stole a march on its rivals, because the Managed Fund holds investments directly rather than putting money into other unit-linked funds within the group."

1982 starvey?

If you're self-employed or the director of a private company, you'll know all about the tax advantages of investing in a pension plan. Your biggest problem will be selecting the best from

Obviously, the most important factor will be the size

of your pension fund when you retire. All too often, this decision is taken as a result of comparing projected growth figures, whereas the only

realistic basis for comparison is achieved growth. The table above compares the actual results of an investment in the Target Personal Pension Plan-linked to the Target Managed Pension Fund-with five of the market leaders in individual pensions.

What it doesn't show however is that the Target plan has out-performed all other similar plans over the last five

What's more, only the Target plan provides you with a guaranteed loanback facility enabling you to draw on your investment whenever you like (subject to acceptable security), with no additional management charges. And with Target, you're not committed to keeping up

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Preliminary Statement for the year ended 30th November, 1984.

Excellent growth

- Gross revenue up 20% from £7.43m to £8.98m
- Net asset value up 26%
- Final dividend of 4.75p brings total to 7.5p — an increase of 15%
- Total return up 29%

46 The strategic acquisitions and portfolio reorientation made during the last two years, including expansion into overseas investments, are enabling us to continue our growth from our emphasis on smaller companies. As at 31st December, 1984 the net asset value was 284.4p showing a 13 month increase of 34.6%. 99

Derek Ezra, Chairman.

Throgmorton Investment Management provides institutional clients and pension funds with skilled investment management in a number of specialised areas with particular emphasis on the small companies sector. The success of our specialisation in small companies is demonstrated by the performance of The Throgmorton Trust. For a copy of The Throgmorton Trust Annual Report or further details of Throgmorton Investment Management's services, please complete the coupon below.

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Investment Management The smaller company specialists To: S.M. Grantham Esq., Throgmorton Investment Management Limited, Royal London House, 22-25 Finsbury Square, London EC2A-1DS. – Please send me a copy of the Annual Report 🗌 Please send me details of Throgmorton Investment Management's services

The Winterbottom Energy Trust

Summary of Results for year to 30th November

Total assets at market value £27,230,628 Debenture and bank loan £2,163,202 Total netrassets£25,067,426 £20,383,943 Ordinary shares: Asset value Earnings.... Dividend..... Geographical distribution of investments United States of America 0.4 6.2 . 3.1 Canada United Kingdom..... Australia.... 99.6 Total investment portfolio

Points from the Annual Report

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for the

INTERNATIONAL

Deposits....

Net current assets.....

- Asset value per Share rose by 23.7% to 101.9p.
- The Directors recommend a dividend of 0.70p for the year, plus a special distribution of 0.85p. The total of 1.55p compares with 0.80p last year.
- We have benefited from the takeover activity in the U.S. energy sector and from the strength of the dollar.
- We intend to continue with flexible and opportunistic investment policies to take advantage of changes in energy markets.

The figures above are extracted from the full accounts which will be filed with the Registrar of Companies. These full accounts contain an unqualified report by the Company's Auditors.

Copies of the Annual Report may be enceined from Baillie, Gifford & Co.

YOUR SAVINGS AND INVESTMENTS

without high risk

accept the risk attached to a venture capital fund, although it gives tax relief under the Business Expansion Scheme. But investment groups are pushing out a range of companies that take advantage of the BES while reducing the element of

There is a sense of urgency to these launches. They are not only trying to attract investors who want tax relief in the fiscal year now nearing its end; they also want to slip in ahead of what some expect to be tighter BES regulations in next month's

The BES allows you to reclaim tax at the highest rate you pay, if you invest in qualifying unquoted companies. Although the intention was to encourage the growth of high-risk businesses, many of the schemes in fact have been property development vehicles.

If land and bricks are too prosaic for you, there are BES schemes with less usual assets backing them—vintage cars and vintage wines, for instance.

Several managers running conventional BES funds in the venture capital tradition have criticised these companies as flouting the scheme's spirit Because the value of the invest ment is heavily underpinned by assets and therefore secure, they have proved extremely popular with investors.

Central City Conversions, which closed for subscriptions recently drew £5m. The licensed dealers Johnson Fry, which sponsored that issue, now has London & Bristol Develop-

It seeks to raise between £1.2m and £5m for the development of small self-contained units for owner occupa

minimum investment is £5,000 and the offer closes on March 14, five days before the

Guinness Mahon—is still more ambitious. It is aiming for £7.5m. Applications £1,000, and the closing date is

Fraser - House Commercial Fraser & Partners. It is looking When it comes to wine, some

schemes pay more than lip service to the idea of business expansion. Fine Wine Whole- system are understood by only salers, for instance, will at least employ two Youth Opportunity people straight away and plans later to have its own warehouse. Mount Street Fine Wine, in

contrast, will create no jobs at all. In fact, about a third of the cash raised is likely to be invested in the money market for the first year and this will provide the bulk of the early profits, according to Geoffrey Pointon, a director of the company and chairman of Poirton York, the licensed dealers sponsoring the issue.

Pointon admits that investors are in a way being asked to take a stake in Scott's Restaurant, which will store and manage the BES company's wine stocks in return for 12.5 per cent of its net profits and a set of other

charges and commissions.
It will also sell Mount Street its starting wine stocks—at least £50,000 worth, possibly as much as £200,000. That will enable the company to start this tax year on the wholesale trading activities it must demonstrate to qualify under

Scotts is subscribing £50,000 for the issue straight away and has options to buy up to 5 per cent of the company at £1.25 a share. The issue price is £1.

Investors may be rushing to take advantage of these asset-backed tax shelters before the Chancellor decides to tighten up on what qualifies as business expansion. But they should be warned that it will be four months after the company starts trading before the luland Revenue will certify that it

And this time last year Electra Risk Capital had to withdraw its offer of Brook Stud Company when it was informed it would not qualify for tax relief as it had believed.

...watch COPPER

The supply/demand situation, the effects of the

strong dollar, the fall in stocks

Events are changing.

George Graham

Taxrelief TWO DATES should be indelfoly etched in readers minds: March 19 Budget Day —and April 5 the last day of the tax year. Action now rather than later or not at all may be to your tax advantage. Here

are some points to consider.

Capital Gains Tax. For the year to April 5 1985 the first \$5,600 of an individual's net gains are exempt from tax. Any balance is chargeable at the 30 per cent rate. The figure of "net gains" is arrived at after deducting any losses sustained in the year. Charge able gains may also be reduced forward from previous years. current net gains only to the

> losses may be carried forward Only one £5,600 exemption is available to a married couple. Losses of one spouse are normally set off against the gains of the other. But you may choose (by July 5 1985) to use the losses of each spouse separately, if this enables you to obtain maximum benefit from

gains to the £5,600 exemption

limit. Any balance of unutilise

he annual exemption. You should review your portfolio of investments before the end of each tax year and consider whether to realise losses to set against your gains from other sales in the year, or to realise gains which will be covered by the annual exemption. Gilt-edged stocks and some company loan stocks which have been held for more than 12 months are exempt from capital gains tax. Stocks bought within the last year and showng a gain should, therefore, beretained. You should, however, forward consider selling gilts held for any of less than a year if these show. If a losses. If you want to continue of at holding gilts, however, you couple's could require the selling sells. could repurchase alternative

for non-tax reasons, then by de-

Malcolm Gammie on foiling the Revenue

Time to plan a course of action



cember 1 1986.

• Income Tax. For the selfemployed (and those not in employment), oensionable ... ment annuity contracts may be paid up to the maximum annual limit of 171 per cent of "net relevant earnings," with higher limits for those born before 1934. Premiums paid are nordeducted from taxable income in the year of payment. An individual may elect, by April 5 1985, that a premium paid in 1984-85 be treated as paid in 1983-84 or, if he had no "relevant earnings" in that year, in 1982-83. If he does so, he may be entitled to a tax repayment, possibly with inin any year fall short of the maximum allowable relief, the forward to be utilised within any of the following six years.

If a wife has earned income least £6,389 and the couple's joint income is above £23,793, there will be a saving if they jointly elect for the wife's earnings to be taxed If a disposal is contemplated: separately. A final decision or non-tax reasons, then by deneed not be taken as yet for 1984-85 and, if an election has is to be gained in closing such already been made for that an account Indeed, this could ferring it until after April 5 1984-85 and, if an election has of tax on any gain arising will year, it can be revoked at any be a costly mistake.

considerable implications when

prietory life companies, share-

the life company. This is essen-

value of the liabilities. The

called,

election (or revocation) for 1983-84 must, however, be made on or before April 5 1985.

Business Expansion allows up to £40,000 invested in the share capital of one or more qualifying companies to be deducted from taxincome eligible for relief may be made directly in the company concerned, or funds. managers make the investments on behalf of the individual subscribers.

invested in a qualifying company on the investor's behalf.

Previously, it has sometimes. year end and invest the money 6 1985 bank interest will be paid "net" of tax in the same way as building society interest. This change will mean that interest paid on a long standing account during the last year, 1983-84, will not be taxed

dividual earning \$8,500 or more) with a company car should tot up how many miles he has done on business over the year. The scale charge on which he pays tax is increased by 50 per cent, if his business mileage is less than 2,500 miles for the year. But if it is over 18,000 miles, the charge will be may tip the scales. Similarly employment income from work abroad qualifies in 198485 for a 124 per cent deduction proare spent broad in the year. No equivalent deduction will be given in 1985-86 or future years. By bringing forward planned business trips he may be able to take advantage of

covenant you should act now Parents may use a deed support their children provided grandchildren of whatever age more effectively in this way. most tax efficient means of charitable giving To benefit from these advantages in 1984. entered into, and paymen on or before April 5 1985.

gifts in the current year: £8.000 exemption from that Malcohn. Gammie is director

Smoothing out the pathways to profit

how life insurance and pensions

bonuses operate contracts from a conventional life company have been available as a savings vehicle for the general investor for two cen-turies and as a pensions savings medium for the self-employed for almost three decades. Yet the workings of the

a minority of investors. The starting point of the with-profit system is that a life policy or pension contract guarantees a minimum level of benefit at the outset. On a life policy, this benefit is the guaranteed value payable at maturity of the policy at the end of the selected term or on earlier death, while on a pensions policy it is either the cash sum or the pension paid at retirement.

Only very low investment eturns are required to finance these guaranteed benefits. This means that any surplus is available each year from the life and pension funds. These are distributed to with-profit policyholders in the form of "reversionary" bonus additions to the guaranteed benefits — an archaic expression reflecting the era in which the system originated. In more modern terminology, they might be called

deferred bonuses.

Thus these bonuses are not paid out when they are declared, but only when you cash in the policy. Thus, on a life policy, the bonus may be £5,000, for example, added to the final benefit. This bonus once declared becomes guaranteed along with the beard benefit and previously declared bonuses. With pension policies the retirement benefits are enhanced by the declaration of a bonus.

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European	\$19.55	
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1 Global Technology	\$20.31	-21.09
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9.75%=13.92%

DAMEDIATE WITHDRAWAL NO PENALTIES,

figure. rather than cash payments has

ations in investment returns can projecting future benefits on a be smoothed out, in contrast to unit-linked life assurance where Life companies now generally add on a final bonus payfluctuations in market values are ment, when the life policy is cashed in or when there is unit price movements. Life companies traditionally claim for a death. With pension declare one specific annual reversionary bonus rate for, say, contracts, there can be a final bonus when the pension is all life contracts and a different about to be taken. Such terrate for individual pension

bonus, as they are are a comparatively contracts. This rate can be applied in three different ways. A simple hours system. Thus With-profits policyholders should watch out for two dislife policies which offer the same basic benefit on death are tinct operations that now take place each year. The first is addition irrespective the calculation of the amount of profit to be distributed from long the contract has been in force. There are still a few life the life and pension funds. The companies, mainly home service second is the application of a formula by which that profit is shared out among policy-holders and in the case of procompanies, using this system.

2-The compound bonus system where the bonus rate is applied to the basic benefit and to the honuses already declared. The affect is to add higher bonuses The calculation of the amount of profit each year is the responsibility of the actuary of the longer the policy has been in force. A 25-year policy will thus be given a larger bonus. than a 10-year contract.

tially the excess of the value of than a 10-year contract.

the assets in the fund over the 3—A super compound system where one rate is applied to the methods of ascertaining both assets and liabilities are original basic benefit and a different, usually higher, rate

ago, has a reverse super system paying a lower bonus on later benefit. This gives proportionately higher bonnies to those who hold shorter direction

. The second and the second and the second	211'1.
EXAMPLE OF THE SUPER COMPOUND SYS	
Sun Alliance Term 25 years	- £
Basic benefit Accumulated bonus to 1983	2,74 4,40
	37 7,52
	4.39 1.91
mainty payment	

Bonus rate 4 or cent of basic benefit (£2,748) plus 6 per cent of accumulated bonuses (£4,400). Terminal bonus rate 160 per cent of basic benefit.

designed to vield a steady profit applied to later bomises. This Next week: How the actuaries year on year rather than to fix enhances the effect of longer share out the profits.

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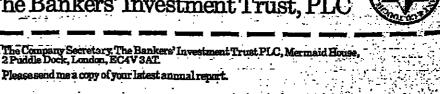
• Dividend Up 9.6%

• Forecast Dividend Up 7.5%

Share price at 83p Up 35.0%
 *All figures quoted refer to year ended 31st October, 1984.

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Alexander Nicoll looks at the opportunities in lacklustre trust shares

The tell-tale signs of a shake-up

SHAREHOLDERS in an invest- Figures showing individual falls victim to what is known in

forgotten portfolios of oncefashionable trust shares—or to buy the shares at the typical 25 per cent discount to the net

they usually trade. Normally, trust shares rise sharply as soon as brokers and professional investors get wind that developments are likely. Smaller investors cannot get in quickly enough to make an investment worthwhile.

Nevertheless, there opportunities for small investors to benefit from institutions'. desire to shake up the sector. By liquidating investments, they aim to contract the size of the sector and bring the market value of their shares closer to the worth of trusts' underlying

But the astute private investor can watch for tell-tale signs which herald the onset of "corporate activity" and then buy up the shares of a takeover victim. What follows is a guide to what to look out for. Note that these are simply hints and by no means infallible ones. Most trust shares will continue to languish at a wide dis-

count to net asset values. Investment performance. Paradoxically, the worst per-forming trusts may turn out to be the best investments. Persistent lacklustre showing in terms of net asset growth naturally tends to be accompanied by a sluggish share price as well as low dividends, and institutions are less and less willing to tolerate this. Thus they are likely to be open approaches from potential bidders for the trust, ready to support management changes, or keen to see the trust liquidated—enabling them to realise close to net asset value.

ment trust can make substan-trusts' performances in terms tial capital gains if the trust: of return on net assets and trade as "corporate share price over the past one activity"-that is, it is taken and five years are published over, liquidated or shaken up in some other way.

To do so, however, you either have to inherit long-

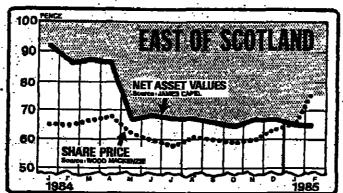
The AITC's rankings show, had the lowest published return on net assets in the five years asset value per share at which to the end of 1954 (although its large size could deter a takeover attempt).

• Investment policy. The most vulnerable trusts are those with: a general rather than a specialised portfolio, especially those with a high proportion of listed investments, since unlisted holdings may be difficult to liquidate at market value. General trusts often aim for growth in both capital and income, and many have been managed quite passively. Nevertheless, there are several general trusts with a respectable performance.

Institutions often feel that they themselves are capable of picking a general portfolio, and they increasingly look to investment trust managers to provide specialised expertise in a geo-graphical area or industrial sector. However, sectors can go out of fashion and some specialist trusts, particularly in the energy field, are now coming under pressure after several years of poor perform-

• Management. Trusts run by small management stables lacking specialised knowledge are the most likely to be taken over or liquidated. Institutions increasingly favour larger, growing management groups which have sufficient funds under their control to attract young, go-ahead managers.

However, you should discuss this aspect with your broker because it may be difficult for the outsider to distinguish between the smaller groups tions, such as the London and



East of Scotland Onshore, target of a bid this week, is a classic example of a vulnerable investment trust. Performance has been poor (though it says its portfolio is on the upturn); its investment policy, though specialist (energy) is out of favour; it is run by a small management group; it is itself small; its biggest shareholder is London and Manchester; its discount rapidly narrowed and disappeared last year after share purchases by the insurance group.

those viewed as declining. are examples of those under and one Dundee group recently combined its operations with those of an Edinburgh company, Size. The smaller the trust's portfolio, the more vulnerable it is. It would be difficult for anyone to take on the might of, say, the Globe with over £600m of assets. Sometimes, a trust may be picked out merely because of its size, when the takeover of a trust is used by the bidder as a cash raising exercise instead of a straight rights issue. The choice of a target will depend on the bidder's funding needs. But trusts with net assets of between £10m and £50m are most likely to fall within a predator's

tarcet range. Shareholders, Often the first sign that changes are on the way for a trust is the acquisition of or increase in a stake by one of the more demanding institu-

that are up-and-coming and Manchester insurance group, Prudential Assurance or the Managers outside the main Save and Prosper unit trust centres, Loudon and Edinburgh, group. Every holding of more growing pressure. The Aber- closed to the Stock Exchange, deen Trust is coming under as well as any subsequent closer scrutiny from institutions change of more than 1 percentage point. However, many institutions are passive about their investment trust holdings, and shareholders should not expect pressure to come from, say. Pearl Assurance or some effectively protected for take-over or significant change by their ownership structure.

> • Discount, If the share price has already risen close to net asset value there is clearly no gain. But a narrowing of the discount can be spotted and investigated before it is too late. from brokers and jobbers. Conversely, a particularly wide discount of 30 per cent or more viction that there is little chance of a shake-up. Don't act unless you know something the market

Top 20 unit trusts.

Value of £1000 invested over 3 years to 1st February 1985*

• • •		Position
Fidelity Japan	3690	1
Prolific Special Situations	3050	2
M&G American Recovery	2987	3
M&G American & General	2966	4
Prolific Technology	2790	5
MLA Unit Trust	2765	6
Equity & Law North American	2714	7
Barrington European	2703	8
Vanguard Special Situations	2658	9
Equity & Law Higher Income	2655	10
Capel North American	2645	11
EFM Tokyo	2625	. 12
Prolific North American	2621	13
Hill Samuel European	2597	14
Schroder Smaller Companies	2586	- 15
Oppenheimer International Growth	2565	16
Fidelity American	2536	: 17
Prolific Far Eastern	2531	18
Britannia Smaller Companies	2527	19
M&G Japan	2500	_20
*Offer to offer, with net income reinvested. Source: Money Management.	Out of	457

To: Prolific Unit Trusts, 222 Bishopsgate, London, EC2M 4JS. Tel: 01-247 7545. Please send me further details of the following Prolific unit trusts:

Technology ☐ North American ☐ Far Eastern ☐ Extra Income ☐ Gilt Capital ☐ High Income ☐ International ☐ Please tick as appropriate. (BLOCK CAPITALS PLEASE)



Rival claims of mother and lover

My son has taken out a 25-year mortgage on a house. with a young lady. They are both responsible for £15,000 each, and are now living there He has approximately \$40,000 in savings, is in quite a dangerous job. In the event of his death, he has legally

signed that his estate will. clear the outstanding mortgage (i.e. his share). Can the young lady claim the remainder of his estate? his mother's favour has my wife the prospect of obtaining will left and your son contracts before it is actually received?

a share, as it is largely due to for value to leave such a will.

Case III income tax is no her efforts that he is in such a sound financial position and an injustice would be done?

If the person with whom your son is living is maintained by him, she may have a claim on his estate under the Inheritance (Provision for Family and Dependents) Act 1975. Whether such a claim would succeed, and to what extent, preceding year basis (and the depends on the full circum-rules for opening and closing stances of the way of life and years). I have however not

FINANCE AND THE FAMILY

BY OUR LEGAL STAFF

tween the two people during taxpayer must have to pay your son's lifetime. Subject to tax on part of the interest favour and is not subsequently particular point-i.e. under however, he makes a will in revoked. She could also have what circumstances one may a claim of there is no valid have to pay tax on interest

> Payment in advance

I think I maderstand the position regarding the III interest to tax on the

financial arrangements be- been able to understand why a such a claim your wife could before it is actually received.
take if a will is made in her Could you please elucidate this

> Case III income tax is payable on New Year's Day (despite the fact that tax collectors are not required to be in their offices to receive the payments, oddly enough). Someone who bought NSIBs last April, for example, would therefore have had to pay tax on New Year's Day on the interest which he would not actually receive until later in the current tax year. Anticipatory taxation is levied on many kinds of income, e.g.

able under case VI), and is a fundamental principle of the schedule D tax collection

furnished lettin profits (assess

Anticipating a share

On the death of my aunt in of her estate of some £60,000. Her will instructs me to give the income from the trust fund 90s in very good health. Thereafter to give the capital of the fund to four residuary. egatees comprising my brother, my sister and myself, who are all in our 50s and a cousin who is just over 70

years of age.

During the past four years I have carried on the trust with generous administrative help from the other beneficiaries during which time my aunt's late companion has become resident in a rest home. Now my brother has written to me suggesting that in view of our cousin's age and the funds I should anticipate future events by offering a non repayable loan of say £5,000 which would be deducted from his future entitiements in due course. Meanwhile enabling him to enjoy the eash while still relatively fit.

I am inclined to agree with
this proposition if it is (a)
legal and (b) unlikely to

plunge the estate into financial difficulties with my cousin's own beneficiaries in due course. If, for example. my cousin predeceased my aunt's companion having spent the £5,000.

If the cousin has a vested interest (ie his right is not conditional on his surviving the life tenant) you can adopt the course which you indicate. Moreover you may have the power to make an advancement of capital to a beneficiary such as your cousin. We think that you would be wise to consult a

Water in the pool

I have recently moved to this house. The previous owner built a swimming pool and operated it for a while before selling the house to me. I have discovered that he did not declare the existance of this pool to the water authority. I gather that the pool is of such a size that a water meter needs to be installed with a cost payable to the water authority of around £150. Am I liable for this cost or

can I suggest to the water authority that they claim the money off the previous owner? We think that you are liable to the water Authority for the charge. Whetther you can recoup it from your vendor depends on the terms of your contract with him,

accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by

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its launch on the 23rd January 1982. has increased an original investment of £10,000 to a current worth of £22,220 as at the 31st January 1985. N.B. Figures are on an offer to offer basis and include net uncome recovered. Past performance is untended as a guide only and should not be construed as a guarantee of future success.

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The Managers of Fidelity Japan Unit Trust have been unusually busy. In the past three years they could have turned your £1,000 into £3,346." Sadly the Managers of another wellknown Unit Trust have also been busy - but to less effect. They would have reduced your £1,000 to a mere £775* over the same period-Which all goes to show that the 600+authorised Unit Trusts do not all perform equally. And if you already hold some Unit Trusts, or if you intend to buy Unit Trusts in the near future, then you should consider your investment very

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APPOINTMENTS

Manufacturing director for BP Oil

director of manufacturing, BP Oll, marketing and refining arm of The British Petroleum Co. He succeeds Mr John Bushby, who will be retiring, and foining the high technology engineering group, Gray Mackenzie (Overseas) as director of a new energy services division.

Mr Christopher Bayly and Mr Alan Gaynor have been appointed joint managing directors of CB PETROLEUM CONSULTANTS. specialist independent petroleum consultancy financed by Lazard Brothers & Co. Both were senior executives of Caliney Cline.

Mr Timothy Clarke will be

Mr Martin Grant has been appointed managing director of ROAST INNS, part of the retail division of Whithread. He was marketing director of Beefeater Steak Houses.

appointed aviation director of fer tax mannithe VIKING INTERNATIONAL and pensions. group. He was group operations

been appointed a director of appointed chairman of FAIR-VICKERS DA COSTA, stock FIELD MABEY. brokers.

HAMBRO LIFE STRANCE has appointed Mr R. P. Garraway and Mr A. C. Long main board directors. Both are directors of. BAT Industries.

Mr Wally Eveson has been annointed works director of THOMAS WILLIAM LENCH. was formerly personnel manager with Mansill Booth (Delta) of Smethwick.

PIONETR MUTITAL INSUR-ANCE, CO has appointed Mr Charles H. Fidhury as a non executive director, He is a everytive director. He is a director of Parclays Bank and Nabisco Group.

ELSWICKHOPPER has annointed Mr Paul Rill as company secretary and group financial controller.

KINCKNER INA INDUSTRIAL,
PLANTS has appointed Sir Jock Tacior, a former British Amhaesador to Venezuela the Nether lands and the Federal Republic ol Germany, as chairman.

Following the resignation of Mr Gordon Brown who has become firance director of National Westminster Rank; has promoted Mr Stephen Moore to regional director, Manchester

Mr Ian Baker, general manager office, with responsibility for manufacturing BP Qil Inter County Bank's merchant banking national, has been appointed activities throughout the North West,

> Following the acquisition of Helmsman Insurance Brokers by Harris & Dixon (Insurance Brokers). Mr B. W. Hubbard, managing director of Heimsman, has joined the board of HARRIS & DIXON (Insurance Brokers)

Following the merger between SUN ALLIANCE and the Phoenix Assurance, Mr Frank Burns has been appointed manager of the eastern region.

Mr Tony Cupper is Midlands regional manager and Mr Joe Smith is appointed manager, north western region.

MIT TUDOINY CHARLES WITH A PANinining the partnership of PANMURE GORDON & CO, stockBrokers, on February 11.

Stock-Loebl Stanley & Co, has appointed Mr Roger Bence a director. He was a director of Roy Trust Financial Services, financial planning arm of the Royal Trust of Canada. He will have special responsibility for further developing a range of Mr Terry Brown has been services, including capital trans-oppointed aviation director of fer tax planning, life assurance

irector.

director of Tarmac, and now

Mr Timothy Pethybridge has chairman of Victaulic, has been

Mr Raymond A. Henley bas been appointed as an investment director of REED STENHOUSE joins RSIS from his present position as a director of Touche Remnant Financial Management

Following the retirement of Mr Maurice Jacobs, Mr Jeter J. Bingham has been appointed managing director of CARGO SUPERINTENDENTS (LONassumed full operational control, Mr Jacobs will continue to work an advisory capacity, as chairman.

Mr. Brian Cookson has succeeded Mr Fred Rollsson as chairman of SODASTREAM HOLDINGS. Mr Conkson was until last year chairman and managing director of Ross Foods and is a director of Imperial Foods. Mr Rollason becomes a

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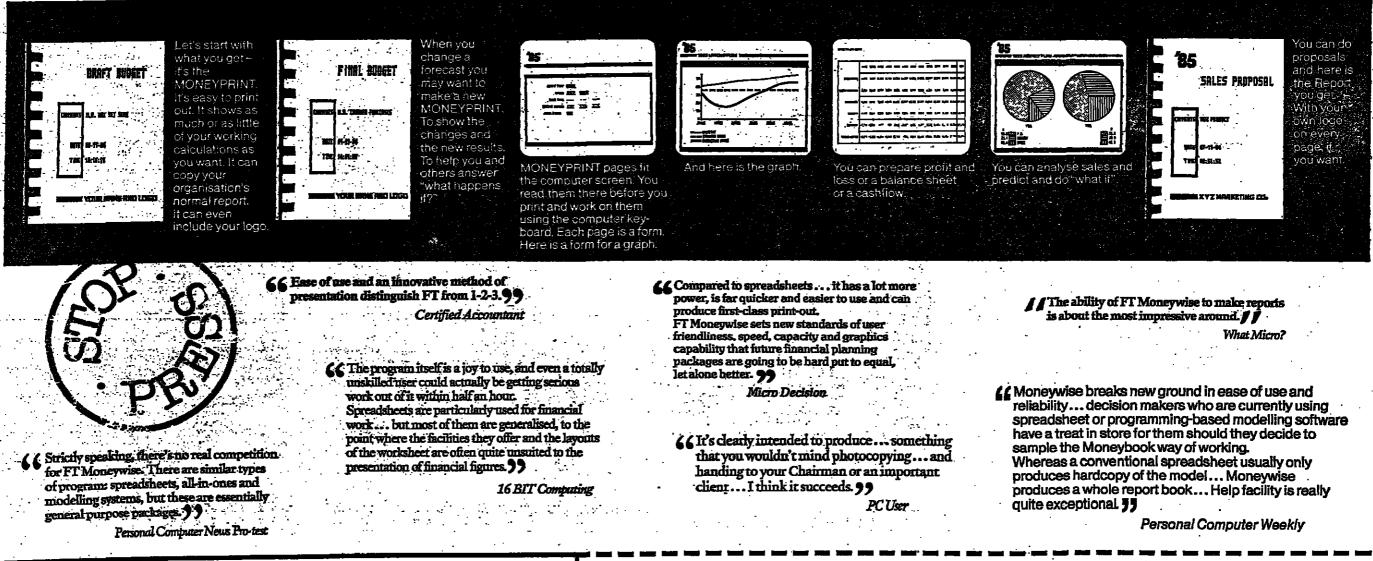
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The hunt for land hots up

builders' raw material, getting more difficult to find and more costly, to acquire, information on almost any suitable piece of ground going is being sought actively from all sources by developers.

The land does, of course, need to be in the places where people most want to live. Fewer than 20 years ago, much of the building land bought was open fields as house-buyers wanted semi-rural settings and large gardens. Now, with in-creasing fuel and transport costs, people need to be nearer the shops and have less garden

to worry about. Ideally, most builders would like to build on flat, open land with good ground conditions. As this type of site is getting scarcer, more and more parcels of land in urban areas which have become disused or derelict are being re-developed. Even back gardens in the right areas

"More land wanted" is the plea included in Temple Estates marketing for their retirement cottages near Rochester, Kent. And land for that market means being on the flat and not too far from shops and other amenities. Maunders of Manchester, who

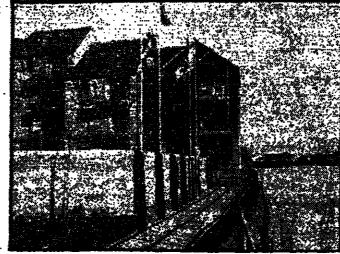
cover the spectrum from starter through to sheltered homes, operating on more than 25 locations throughout the north-west, say they need one site every 10 working days. In an open letter to land-owners, estate agents and professional bodies connected with building land, chairman John Maunder says that if you own one or 50 acres and want to sell by tender, auction, or private treaty, there are substantial funds available and handsome

commissions for introductions.

"Every day we buy land for 11 homes," records the Trafalgar House Group's subsidiary, New Ideal Homes, in its new emologies. and customer journal, Forum. It says that any site of at least two acres is of interest and, in

two acres is of interest and, in the higher value areas of central London, even smaller sites are considered.

As Ideal Homes builds some 4,000 houses a year, even its 2-year land-bank means a constant requirement of 2,000 plots each year, or at least one scheme with 40 plots every week. (With the The Berkeley Group, the Weybridge-based building commonly bridge-based building company that went public successfully on



Water views all the way at Luralda Wharf on the Thames in Saunders Ness Road, London E14. Flats face Greenwich and the famous clipper Cutty Sark across the river, and sell from £67,000 with a morigage subsidy through Richard Reynolds, Barratt East London.

"Something capable of development of up to 30 units in any price range is ideal — but plot," insists managing director Tony Pidgley (who with Jim Farrer, both former main board directors of Crest Nicholson, set up the Surrey company eight years ago).

There are other rewards for suitable information, tou.
"When we purchased land through an estate agent, we will almost certainly instruct them to sell any property built on the site," advises the company booklet Why Offer Land to Berkeley Homes? which illustrates some the high-specification, upmarket property it builds on small, choice sites in Surrey, Sussex, Berkshire, Hampsbire and Hampstead.

Most of the houses are of pleasing, but traditional, appearance. The impressive five-bedroom family homes I saw from about £120.000 upwards were mainly mock-Tudor, halftimbered, tile-hung and dormerwindowed or pseudo-Queen, Anne with porticoed front door falthough the smart new retirement flats at around £38,000 at Alexandra Lodge in the centre of Weybridge, did have a faintly Swiss chalet-air; and a one-off house in the film class on the plush St George's Hill estate, where I first came across the company a few years back, looked like something from a

Hollywood film set). But then, Berkeley's prospectus states quite categorically that it is not an innovator in terms of design; and there are

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summer. Ideal is now the fifth- 100 or so interior variations so largest housebuilder in the UK.) that, when you visit your neighthe USM last July, also is bour's home, you do not think hungry for pieces of ground, as you have wandered into your long as they are in a desirable own by mistake. Things like chiming front-door bells, and an outside tap for washing the Jag are standard, but a whiripool bath will cost anything up to £1,000 extra, and a wine cellar under the double garages

> At the moment, the target is about 150 houses a year, most of which are built to order or sell during construction. After the initial small reservation £10,000 (refundable) deposit is paid, with the rest on completion. The safeguard against any problems is a "caution" taken out by the completion.

around £2,600.

purchaser on the title. To allay any slow-down in the lower and middle-end of the market because of the increase

in house-buying loans, some builders have been quick to come up with help.

• Algrey Homes, Horsham, has frozen its customers' mortgage rate at 10 per cent for a year after occupation. This is in addition to its "fast-mover deal" which offers discounts of up to £2,500 for an early exchange

Barratt has introduced a cashsaving scheme on many of its 500 developments throughout the country. This means purchasers are offered a £50-permonth cut in their mortgage re-

payments. Wates gives up to £2,000 discount on selected plots and Wimpey Homes has extended its three-year mortgage-assis tance scheme, applying it to all new homes up to £35,000 and up to £45,000 on certain developments in London and

Compost without the confusion

BY ARTHUR HELLYER

THERE IS probably more confusion now about seed and potting composts than at any time since the John Innes formulae were published half a century ago. For 25 years from then Innes composts reigned supreme, giving a degree of cer-tainty that had never existed before.

The breakdown began as it became increasingly difficult to get sufficient loam of the type and quality required; and the position became worse with the great rise in price and scarcity of hoof and horn meal, an essential ingredient of all the Innes potting composts.

Meanwhile, work at the University of California had proved the possibility of using peat instead of soil as the bulk ingredient of both seed and potting composts. Peat was, and still is. available readily in Britain and Ireland; it can be standardised much more readily than loam, requires no sterilisation and is far lighter to transport.

So peat-based composts began to take over; but, though the University of California pub-lished many alternative formulae for these, little was written about them in Britain. As a result, few gardeners tried to make their own, and manufacturers remained secretive about the ingredients.

of new materials such as vermiculite, perlite and, most recently, polyacrylamides, which are still so novel that they may be difficult to find in shops and garden centres though they can be bought direct from firms distributing

Polyacrylamides absorb large quantities of fluid: Put a tea-spoonful of granules in a jug. pour water on them and they will begin immediately to expand in a quite spectacular way, and probably come streaming over the top in a minute or so. Mixed with soil they will absorb and expand in a similar way, providing a reservoir that will reduce considerably the frequency of watering needed to keep the soil moist.

It is claimed they have no harmful effect on soil or plants and this seems to be borne out by the very small-scale experiments I have been able to carry out with a product trade-named Hydreserve. This is made by Agricultural Polymers, Northwich., Cheshire, and distributed in the UK by Idealands, 1 St be reliable, even if it is diffi-George's Avenue, South cult to determine what advan-



Other polymers of a similar and are Hydrostock, marketed by Nortene, 41-46 High Street, South Norwood, London; and Terra-Sorb, from 34a Hatch House, London Road, Hatch, Basingstoke.

Although vermiculite and perlite are recommended mainly as alternatives to sand to prevent soil or peat from clogging, they also hold quite a lot of water; but the functions of the two groups of materials must not be confused injury or poor leaf colour. since polyacrylamides do not The situation has been com- make compost mor plicated further by the arrival rather the reverse. make . compost more porous-

One of the drawbacks of peatbased seed and potting com-posts is that, unless specially treated, they are reluctant to absorb moisture if allowed to become very dry. It is easy to overlook this, especially with pot plants, since dry compost shrinks and leaves a gap between the peat ball and the side of the pot down which water disappears rapidly when it is applied, so giving the false impression that it is being absorbed.

Some peat compost-makers have countered this by adding something to reduce the surface tension of the dry peat, but I have never been able to persuade anyone to tell me what the additive is.

So where does all this leave the ordinary home gardener. who wants simply to grow plants with little trouble and much success? I think that for the germination of seeds, the rooting of cuttings, and the cultivation of young plants for a few months, the advantage now lies with peat-based composts. All the leading brands seem to and I find that I get good results be reliable, even if it is diffi- and save myself quite a lot of

one

All suffer from the drawback, inherent in composts that lack the buffering effect of soil, of being able to carry only a limited reserve of plant fond After six or eight weeks of growth, you must begin supplementary feeding and be very at any one time. That means small quantities of feed every 10 to 12 days and a careful watch for any signs of heaf

But for plants that are to stay a long time in containers. I favour soil-based composts This is partly because they safely retain much larger food reserves and partly because they are heavier and firmer, so that plants are more likely to remain

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Most likely the compost will be called John Innes, but this is not a guarantee that it will contain loam of the right quality or that it has been sterilised by steam. It may well contain less fibre than is desirable and so quickly become more compacted than is good for plants. If I am at all suspicious of the compost on such grounds, I add extra pest and posibly extra sand or perlite. I am, however, making more of my own composts: peat ones, with good quality sphagnum peat plus half its bulk of per-lite; and soil composts, with the best soil I can find in the garden

plus its own bulk of peat and half that quantity of perlite. I add Phostrogen or one of the Chempak base fertilisers (there is one for seed compost, another for potting compost) at the rate advised on the packs, money. In future, I might con-

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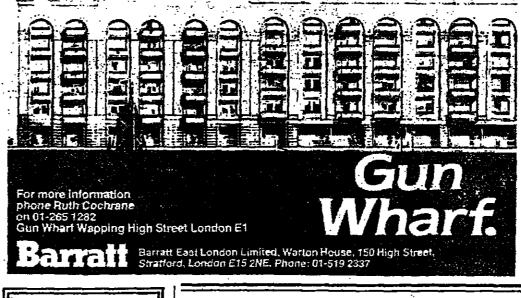
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Arthur Sandles is lured by the mysterious Near East while Francis Ghiles tries the colourful cuisine

Turkish delights to titillate the tourist

IT WAS nice to see pictures of ... Hotel holidays have for some collecting herself at Heathrow western European visitors. Get-for her Caribbean trip this western European visitors. Get-ting from place to place has week. Off to Mustique yet again, been difficult and the hoteling week. Off to Mustique yet again.

The Grenadines owe a great notorious for ignoring booking deal to her. Such constant requests from individuals.

Level teday, the touristic very under-

Other destinations, without the benefit of loyal royals, are swept back and forth on the tides of fashion. For most of us, with rather lower horizons and shallower pockets than the Caribbean in winter requires, Spain and Tunisia are "out" at the moment while Greece and Yugoslavia are definitely "in". The real travel buffs, however, are heading for Turkey.

Istanbul is definitely the entry point for the mysterious east as far as the British are concerned. It is a country whose inhabitants, quite apart from being Muslims—not a plus itself was little more than a factor in the eyes of most wes- glorified Nissen but until the tern Europeans—are reputed to be hard and wild. Its territory is perceived as hardly more en- ago).

been a much feared enemy, that the journeys are simpler, Culturally, the land has been they are even more tempting. incomprehensible. The Bulgars Mile upon mile of unspoilt were the outer limit as far as coast includes sand, rock and travellers were concerned, but pebble. A wealth of historical those who crossed the Bosphorus sites makes the Mediterranean (much less romantic in its shoreline and the immediate literal translation Ox-ford), were hinterland of Cappadocia one explorers. To reach Trabzon on of the richest cultural hunting the Black Sea coast was ven- grounds in the world. There ture enough. To get as far as are said to be 50,000-Mt Ararat was a triumph in archeaological sites from the deed—and still is.

The resorts on Turkey's The coast is dotted with old seautiful western Mediter fishing ports that still are fisher and ranean shores are today among the last unspoilt towns and beaches around that sea. The visitor is not with the madding crowd. Indeed, Turkey, with a population of nearly 50m, has further and the lack of accompany further and the only 63,000 tourist standard beds to rent—fewer than Tunisia, with only 7m residents.

tend to be small, at least by becomes an intrusive difficulty.

Margaret smilingly time presented a problem for

infrastructure is very under-developed. The plus side of this is that the supposedly "hard" Turks are almost embarrass-ingly eager to welcome visitors and, provided you respect the tremendous local pride, considerable efforts will be made to make the guest happy. The minus is that there can still be tribulations, particularly as you move farther east.

But things are getting better. Until Dalaman airport—which lies between Ismir and Antalya -was opened, travellers had to put up with hours of driving on narrow roads to get to the coastal resorts (Istanbul airport present elegant, medern terminal was opened 18 months

The rewards of such a trip Historically, the Turk has were huge, however; and now Greek empire alone.

> ing ports, with all the fun and frustrations of local markets.

modation becomes a real problem. In Turkey's wild east, as you approach the eastern Those hotels that are there, and southern borders, security



A head of Apollo at Nemrud Dag (Mount Nimrod)

Nemrud Dag and the Colossi of same, while the Aegean coast is King Antiochus of Commagene. marginally cheaper. A mere £1,735 for a spectacular trip and one that, unlike a great many of the Turkish-organised trips, uses British Airways for transportation.

The east is perhaps not the best starting point for a Turkish visit, other than for the most adventurous. Toe-dipping in the west is much more the thing.

Benidorm standards. As a One of the most tempting A typical couple of weeks in result, the major-tour companies offerings to this eastern part Istanbul this summer would steer clear of the country. If comes late in May when John leave you little change from you go to your travel agent and Julius Norwich is leading a £500 for a basic package (good ask about Turkey, you are likely Serenissima group on a remark-hotel, bed and breakfast). Eatto get a blank look and then able 19 day trip that promises a ing out is cheap and of a very face a worried couple of minutes view of Ararat; a picnic on high standard — provided you while the clerk searches for the Aghtamar Island, one-time don't have too many food fads. right files. Capital of the Armenian King A two-week trip to the Turkish

Gagik 1; and a Jeep excursion to Riviera would cost much the

Falcon Holidays now has an extensive sailing holiday operation on the Turkish coast, and is the first such company to be recognised by the Royal Yacht-

ing Association. Falcon Holidays can be contacted through your travel-agent or at 190 Camden Hill Poad, London W8 7TH. Serenissima Travel is at 2 Lower Sloane Street, London SW1W

Indepedent travellers are urged not to set out without hotel bookings, particularly in the summer. The Turkish Tourist Office is at 170/173 Piccadilly, London W1V 9DD.

Beauty before brains

TURKISH CUISINE, like Arab and Persian poetry, is highly symbolic and colourful. Consider, for example: "Hunkar begendi" (the Sultan's appreciation), "Imam bayildi" (Imam's delight), "Vezir parmagi" (Vizier's finger) and "Hanim dudagi" (Lady's lip).

In this way the visitor is reminded that in Turkey there exists a language of food, and some foods are believed even to have magical powers. In some places, people do not eat brains for fear of becoming as stupid as the animal. In other areas, people avoid the hearts of birds in case they acquire their timidity.

The nation straddles two continents and is the heir to both sophisticated states such as those built by the Lydians, Armenians, Cappadocians and Mesopotamians (later influenced by the Romans and the Greeks) and to the more frugal — Spartan, maybe — traditions of the Bedouin Arab.

The character an dstyle of Midle Eastern food took its present form, however, in the Persia of the Sassanid period (3rd-7th century AD), during the reign of Khusro II whose military triumphs over Byzantium were matched by his cruelty, greed, and the dazzling extravagance of his court.

Meat. marinated in yoghurt and flavoured with spices; the popularity of young kid, beef cooked with spinach and vinegar or fried in buter with a sauce; suffed vine leaves—a taste for all such recipes originated at his court.

Raki, the local aniseed spirit, was until recently more common than wine in Turkey and it takes a visiting Frenchman to insist on "Kavaklidere, 1974." Most Turks would concur with the wish of the Istanbul poet, Cihan Veli, that he be "a fish in a raki bottle." although an Islamic purist counterswell condemning alcohol also is evi-

Binboga vodka also is excel--nuts of all types, salted origin of the kettledrum.

chick peas, pieces of cheese cut in smaller cubes (fried, maybe). sauces and dips, and fried eggplants to which the inhabitants of Islanbul were so devoted that the fires they caused were sometimes called "eggplant fires"—is a way of life around the Mediterranean Sea.

A speciality of the cuisine is hors d'ouvres: Black caviar, shrimps, slightly-salted tunny, smoked fish and/or a selection of hot hors d'oeuvres such as shrimps grilled fried or "gratined," squid and fried kachkaval—veal bacon, grilled in a paper bag.

Then you turn to the main dish—fish (usually excellent) or meat: "Chateaubrian," as one restaurant puts it, "Bonfilet," as another does, "Portfolio"—well, whatever it is, it is bound to be good. Furthermore, the quality and taste of Turkish vegetables is somthing I have come across nowhere else, except perhaps in Morocco in the spring.

You can request your meat or fish to be stewed, skewered, fried, stuffed or grilled. After that, some meat balls, perhaps, with pilaw rice or turkey with chestnuts. There is also a lighter egg plant soufle or baked courgettes with dill, mint, parsley and cheese.

Turkey has a sweet tooth, too and has some surprising puddings—'Asure'—which, for example, includes chick peas, dried fara beans, kidney beans (soaked overnight), and cooked slowly with sugar and raisinsis excellent.

Sephardic Jews brought their own specialities from Spain, five or six centuries ago: Orange and almond cake, Hojuelos de Haman (which commemorates the defeat of Haman by Esther and Mordecai) or Rahat Lokum, sometimes stuffed with fresh cream, will conclude the meal happily with coffee horta, semi-sweet.

The extensive use of yoghurt is one of the great pleasures of Turkish cooking, equal to Morocco's skill in combining the textures and flavours of meat and fish.

Turkey owes many a dish to the Caliph who commissioned them, or the poet who same it, or the imam who fainted on receiving it. When the Turks went into battle, their cooking pots were carried on a special cart and formed a key rallving point. To help locate them more easily in battle zones. they stretched skins over the lent to wash down the mere: top of brass cauldrons and beat This assortment of small dishes them with ladles—thus, the

Stuart Marshall tests two diesels

One for the money, one for the load

utility vehicles with four-wheel drive. In every other respect, they could not be further apart.

The Daihatsu is a luxuriously-trimmed five-steater with a raised roof to give extra headroom to the three people sitting on the rear bench. The front seats and standard of trim are in the Range Rover class; the turbo-diesel (just under 2.8 litres, 87 bhp at 3,600 rpm) is quiet enough for radio listening on the motorway.

It has 10 forward gears—five in high, five in low range-light, power-assisted steering and all the amenities one expects of an executive-type saloon. It costs £9,999 and is aimed at the recreational user.

In complete contrast, the UMM, of French ancestry but assembled in Portugal, is rough, touch and utilitarian. engine is a 2.3-litre Peugeot producing 67 bhy at 4,400 rpm and maximum torque (that is. it pulls hardest) at only 2,200 rpm. For severe off-roading, torque means more than sheer power. The harder the going,

the better the UMM becomes. -Although the leaf springs give it quite a reasonable ride, it is not a happy machine on the highway. The steering is heavy, the wheel is placed as it might be in a 1920's lorry, and the spokes obscure the instruments. The four-speed gearbox is a hefty handful but works well enough. Although the front seats are quite good, rear passengers-up to six of them -sit facing one another and would not want to travel far.

Come to that, I would not want to drive the UMM very far, either, as the noise level is quite incredible. There appears to be no sound damping at all and the smooth-running Peugeot engine could almost be in the cab with you, not under the bonnet.

THE DAIHATSU Fourtrak when going cross-country) and Estate and the UMM Trans-Cat freewheeling front hubs for have one thing in common: both 28,609. This is the posh model: are biesel-engined, on-off road a mechanically-identical hardtop without windows or seats is £7,613, and a pick-up with canvas

top £7,325. Who would buy the UMM? Someone who reckons the Land

springs and winding windows. I drove the UMM in Scotland both came to grief in what looked like easy conditions. In Scotland, the ground was firm, the grass wet and the gradients very steep —around 1-in-3, I would guess. The tyres lost grip on the grass and the ground was too hard for the knobbly shoulders to dig in

In Surrey, an innocent-looking had the load-bearing capacity of chocolate blancmange. Although I was going downhill, the Daihatsu sank up to its hubs in seconds. Luckily, it was land used by Robert Mandry, inventor-con-structor of the remarkable RTV (Rough Terrain Vehicle: described here on August 18 last

4x4 would have done better.

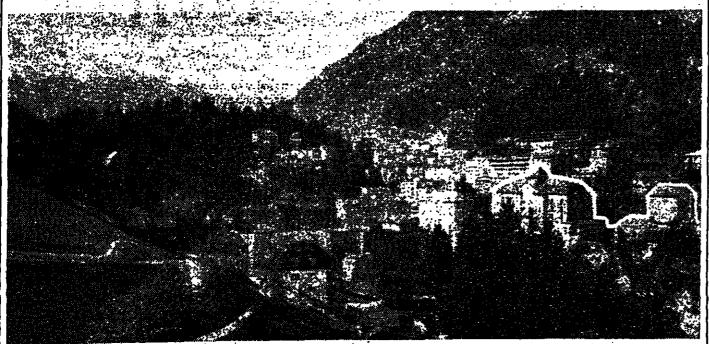
His Mini-engined RTV waddled across the morass to firmer terrain lowered a ground anchor and winched me out with the ease of a wine waiter uncorking a ...bottle... of ...premier ...cru Bordeaux. If this little machine were German or Japanese, everyone would be raving about it. But it is virtually all-British (and 90 per cent Mini) with all mechanical bits available from the nearest Unipart stockist.

It isn't an alternative to a conventional 4x4 like a Land Rover but, for knocking around a bif estate. I have seen nothing better. The RTV is as easy as a Mini to drive-the transmission is automatic—and it costs from about 68 900 upwards. Mandry is at Ottershaw Surrey (093287) keeps bogging down, give him a

The Daihatsu, which is available petrol-engined for £8.749, is ideal for those towing boat or horse trailers who want to UMM's favour are that it is built use the same vehicle for shopextremely strongly, with thick ping school runs and holidays, steel panels, and is cheap. The I don't rate it quite as highly station wagon comes complete as the Mitsubishi Shogun fivewith nudge bars (useful in door estate (this column. London to keep taxis away, as January 5) for refinement and well as protecting the radiator driving pleasure, but it is and light from the undergrowth £2.500 cheaper.

Overseas Property

Hadgastein—together with the Grand Hotel de l'Europe is on its way to become the "Monte Carlo of the Alps



To Invest now in Badgastein: Certainly One of the Most Interesting Investments Still Available

Profit from the impetus of Badgastein as long as it is still favourable

Since the reopening of the famous Grand Hotel de l'Europe on New Year's Eve 1982 with a performance by Liza Minnelli (shown by German, by Liza Minnelli (shown by German, Austrian and Swiss television) and the sensational Estée Lauder-Top Management Incentive, also professional investors liave been attracted to this well-known spa, summer and winter sport resort in Salzburg County.

With the regional and national press writing more and more about this noble place it has become very favourable again. With its many attractions, even the Neue Zürcher Zeitung carried a full page on its reviving popularity with the title: "Badgastein skiing at the sources of youth."

What is so special

about the Radgastein idea? Imagine this wonderful place 1,000m up in the mountains with the com-bination of skiing and other sports plus warm, cell-activating thermal water. Only two hours drive from Munich, one hour from Salzburg, four hours from Milano, Stuttgart and

For a long time there had been no investment in the area's hotel business and marketing. Then three years ago new management became involved. Since then dramatic, positive changes have taken place, turning Badgasteln into a very attractive investment area.

The Grand Hotel de l'Europe AG is today one of the biggest landowners in Badgastein. In addition to the hotel itself, the company owns five other properties, among which are the manor house "Villa Solitude" (with its Vinitek), 100,000 square metres of land and its own thermal health spring.

The company (founded in 1969) places and sells shares of companies in the property business. It also offers apartments with five-

star hotel service. Out of the 85 units in the Grand Hotel de l'Europe only 12 remain unsold. Even after three increases, prices are still very interest-(between U.S.\$1,200,- and U.S.SI,950 — per square metre), with a quality comparable to St. Moritz, for

And Badgastein is only at the beginning of the Boom Badgastein today is where St. Moritz, Gstand or Monte-Carlo were 15 years ago. What did those far-sighted investors earn who bought apartments in those places or participated in companies working in the property business! (The price for a well-situated

apartment in St. Moritz, for example, is today up to U.S.\$10,000 -- per square metre in Gstaad and Monte-Carlo about U.S.\$5,000 -- per square metre.) Grand Hôtel de l'Europe

Badgastein Corporation offers several interesting investment possibilities. Here, too, as every professional inves-tor knows, the rule is: there is only much to earn if one buys when the train starts to roll. Austria shows the biggest increase in Gross National Product among the

industrial countries in the last years, and has had no strikes during the last 35 years. The reopening of the Casino in the Grand Hotel de l'Europe in 1984—the congresses, the big cultural organisations during the festivals of Salzburg.

the exquisite restaurants, the first amusement and therapy-park — all these are dynamic and creatively developed ideas which in the near future could make Badgastein the Monte-Carlo of the Alps.' Please contact the Management of the Grand Hôtel de l'Europe Corporation if you want to make an interesting

investment or arrange seminars or

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Hearts as trumps

BY RACHEL BILLINGTON

Rosamond Lehmann: An Appreciation hy Gillian Tindall, Chatto and Windus. The Hogarth Press, £10.95, 201 pages

her first and most successful in her later books, characters novel. Dusty Answer. (As an intellectually snobbish girl I read it under the covers of Pride it under the covers of Pride and Principals.) and Prejudice.) Dusty Answer survive to the end of The which was published when she Echoing Grove. which was published when one was twenty-six was followed by other novels. Two of those, turned the Waltz and The aspect of the Lehmann occurred is not foolish or insulting twenty years or so and it's only is the feeling suffered (or recently that the literary spotlight has turned her way—mostly as a result of Virago's of the adult world. It is the publication of her less well-

known novels. She attacks her critics for believing that "a writer who

This is only too true. The Windus. The Hogarth Press, \$\) files only 100 true. The files of the themson novel are always tragic. Death comes down at speed and in a wide swathe. The earlier books, written in the 1920s, are filled with earns hovered dangerously round.

Weather in the Streets which which is not foolish or insulting is a sequel with a time-lag, are to describe as "romantic." It excellent novels, tilled with the is not easy to pin down but is kind of frony and subtlety which indicated by such words as is alien to romantic fiction. A "dream," "mystery," "yearnlonger work, The Echoing Grore, ing." words always associated written in 1953, has its hearest with her work. It is as if the fictional cousin in D. Il. Law- books are literally unfinished, vence's Women in Lace. Yet the the characters still searching to "romantic" cloud obscured resolve themselves right up to Rosamond Lehman's work for the last page—and beyond. It of the adult world. It is the not grown- up feeling that leads the most sedate of housewife's Gillian Tindall takes a firm to dream of being thrown across stand on the question of a Sheik's saddle-bags. More romance early on in her study. seriously, it is the position of "the outsider "who is eternally

denied or hetrayed-and be- tempted to throw out the whole trayed not so much by human lot with a brisk cry: "What a perfidy as by life, circum! neurotic woman!" Yet this stances, time itself. and the exaggeration merely confirmation. In the same way D. H. Lawrence, turning a character into a pillar of sall, teeters on the edge of absurdity. It is a kind of emotional daring which is not popular with our best novelists at the moment. It would be impossible to imagine intellectually disciplined writers such as Malcolm Bradbury, David Lodge or Alison Lurie letting themselves go or more important, letting their charac-ters go, in such a way.

This raises the tricky ques-tion of authorial voice. Ms Lehmann switches from an over the shoulder third person narrative to first person in Invitation to the Waltz when she wants to convey the powerful first weeks

But the first person is always a limitation to the writer's art and Rosamond Lehmann is too much concerned with the broader pattern of events to give in to it entirely. Gillian Tindall quotes Efizabeth Jenkins as comparing her work to a woven carpet and the flow of words—positively gushing in Incitation to the Waltz—serves to disguise her careful con- work of literary cricism, After this experience, her structions. Nor should the interesting, careful, thought obsessions which had made her intensity of her imagined relationships be too closely identi-fied with the intensities of her of power was automatically inserious, unenlightened and escapist." Then she points out that Rosamond Lehmann's work that lays her most conscious and that Rosamond Lehmann's work that lays her in your life, that makes the hear that Rosamond Lehmann's work that lays her in your life, that makes the hear that Rosamond Lehmann's work that lays her in your life, that makes the hear that Rosamond Lehmann's work that lays her in your life, that makes the hear that Rosamond Lehmann's work that lays her in your life, that makes the hear that Rosamond Lehmann's work that lays her intensities of her own life. As she told Ms Tindan, which is the important things that might but don't happen in your life, that makes the hear that Rosamond Lehmann's work that lays her intensities of her own life. As she told Ms Tindan, which is the important things that might but don't happen in your life, that makes the hear that Rosamond lehmann's work that lays her in your life. most potent element."
Doubtless there will one day be



the author at the time she wrote the novel

provoking.

Nevertheless, in the end and at the end, it is Rosamond Lehable. She writes that The Swan stock-in-trade is not fruitful this direction with its constant. Doubtless there will one day be daughter. Sally, and the conmatings and happy endings re-working of passionate rela-but, rather, love misplaced, tionships that at times one is while we have here a small quently, was "totally relevant."

work of literary crticism, After this experience, her an "outsider" were re-inter-preted "Underneath all the obsessions lay my life-long obsessive search for the meanmann's reaction to reading this ing (if any) of life and death." appreciation which is memor- After her daughter's death. " After her daughter's death, "I didn't hope or fear any more, in the Evening, the book where she describes the death of her Jung. I didn't—I don't—daughter. Sally, and the con-believe: I know. So I've become a sort of insider-a strange

L.G. on the brink

BY MALCOLM RUTHERFORD

To begin with a quibble: my copy of this book reads engag-ingly until Page 96, then moves to Page 401 and picks up again at Page 129. Some 30 pages—the index suggests they are to

to War, 1912-1916
by John Grigg. Methuen, £19.95.

And it failed to realise that even the continental powers were catching up, and overtaking.

Britain economically.

Britain economically.

Britain abroad."

What comes out most, however, is Britain's sheer unpreparedness for the fighting. As Chancellor, Lloyd George was dealing with the budget as well in the Urich Britain economically.

Lloyd George. From Peace to terms with Ireland, boy ... You must write Will Even more seriously it failed telling him he must on no totally to foresee the first world account be bullied into voluntee.

There was also a process of political realignment which one wonders is not the rule rather than the exception in British politics. The Liberal Party was declining though it seemed to meeting of the Committee of the meeting of the Committee of

to Page 401 and picks up again at Page 129. Some 30 pages—the index suggests they are to do with Ireland—are missing altogether. Surely Methuen ought to be able to do better than that.

Yet perhaps there is something symbolic about the omission. There is a general view that the early years of this century represented a golden period in British history: the great Liberal reforms, the great men, Asquith and Lloyd George, churchfill in his youth, the height of British power. The more one thinks about it, however, the more it looks like a record of fadure—the time when the country's relative decline set in. The Asquith administration, of which Lloyd George was a prominent member, grappled with great issues. It resolved practically none of them, and some of them are still around today.

It did not effectively reform the House of Lords. It did not effectively reform the House of Lords. It did not effectively reform the House of Lords. It did not the man man to some of them are still around today.

It did not effectively reform the House of Lords. It did not the man and some of them are still around today.

It did not effectively reform the House of Lords. It did not the suffragettes, as the women's movement was then called. It did going to sacrifice my nice golden era.

Wonters later a lateral Party was and the seemed to do the twa the Labour in British politics. The Liberal Party was of the semed to the labour the staff bold the best of the two the the way on the way up. Yet and merely commented to the two the two the the way on the way up. Yet and merely commented to the two the two the the safe may up. The Labour the Labour the best of the two the the staff to be the third way up. The Labour the Labour the best of the two the the way up. Yet and merely commented to the two the way up. Yet and merely commented to the two the way up. Yet and merely commented to the two the way up. Yet and merely of inthe many up. The Labour the staff merely of Imperial Defence. And merely of Imperial Defence. And merely of Imperial

After the Shah departed

BY TERRY POVEY

Reign of the Ayatoliahs by Shaul Bakhash. I. B. Tauris, £13.95. 282 pages

iran under the Avatolians by Dilip Hiro. Routledge and K. Paul, £20.00.

Late in the afternoon of February 10 1979 a breathless female voice broke into the martial music that had been playing on Iran's state radio for several hours and said "This is the voice of the Iranian revolu-Suddenly it was all over: the Shah had fled, his most potent representatives on the

came on the air with "This is the voice of the Islamic Revolu-

tion of Iran." In those few hours the station had been first seized by radical groups-including members of the station's staff. Then forces loyal to the Ayatollah had turned up to take charge. It was a pattern that was to be-

come all too familiar. It is the events that followed this collapse of the imperial regime and the emergence in its place of the Islamic Republic ently led to their demise. that is the subject of Reign of "Who do you think will the Ayatollahs and Iran Under the Ayatollahs - the first two

Although neither book is hostile to the revolution itself (something that will disappoint elected President and now a the recidivist monarchists) the fugitive in France), "a listful two authors clearly take very different views of the balancesheet of the past six years. Dr Bakhash, an Iranian academic living in the U.S., has produced a very crisp, one is tempted to say cold, retelling of the key events and of the emergence of the clerical regime. Disappointment with the outcome of the revolution among many involved been disembowelled by placing struct.
in its making is a theme at its top a "Religious," And

journalist and writer living in . From then on it was down to what it has made of them?

Living with Koestler: Mamaine Koestler's

edited by Celia Goodman.

Weidenfeld and Nicolson, £12.95, 204 pages

It was not a likely union. In

1945, Arthur Koestler, a central

European Jew, an ex-card carry-

Mamaine Paget that he suffered

from cyclic neurosis and would like to marry her. In agree-

ing, Mamaine turned her back

Communist.

letters 1945-51

London has come up with an hill all the way for the secular alternative view — one sympatores and only a matter of thetic to Tehran's present rulers time before each grouping or as political and personal free popularity.

dom may have been trampled on Towards the end of the Reign.

Both books share an essentipotent representatives on the ground, the army, had backed off from acting on its own and the Imperial Guard had been bearen by a motley alliance of airforce technicians, leftists and Islamic radicals after a two day battle.

Both books share an essentification in the chronological format format instruments of repression (although that of Mr Hiro use remain firmly in place."

For Mr Hiro, bowever, whilst the outside world) and there has been tepression what have been nublished in the really matters is the end result, midst of ten days of celephration. Tran today is an independent in Iran for the sixth anniversary country, enjoying an ideology robted in its own culture. The following day and after an appeal for help, a male voice than millions, chant slogans pre-talist/communist poles that pared for them by an all-perva-divide the rest of us. sive officialdom. Unfortunately

subject of either book. siderable emphasis on the dehate just after the revolution on the constitution of the new state. It was the insistence of the radicals and liberals on an elected chamber that appar-

"Who do you think will be elected to a constituent assembly" Mr Hashemi Rafextensive accounts of Iran's sanjan (now the second most post-revolution years.

Although neither book is said to have asked Mr Abol-Hassan Bani-Sadr (subsequently of ignorant and fanatic fundamentalists who will do such damage that you will regret ever having convened them. The unshot of months of

mitted draft. A presidential system (with more than a

in the context of world and party was proscribed. In the regional concerns close to the fourth chapter of his book, Mr author's heart. The Ayatollahs have confounded all prophecies of their doom and are still rulbecause the wounds opened up ing, and what is more Iran will by them will mark Iran for never be without them. What many years to come. The ugli-matters is who has come out on hess of a rampant consensus is top; middle class concerns such not lessened by its apparent

as political and personal dom may have been trampled on but the lower classes are solidly Dr. Bakhash argues that the pragmatism observable in more times does not imply recent times does not imply political liberalisation. "The

Mr Hiro believes that the old what the country might be order has been swept away, Dr thinking at this time is not the Bakhash that the "pillars of In the Reign. Dr Bakhash has bined, often uncomfortably, surely been right to place conthe old state" have been comtions. Iranians are now more governed (controlled, spied ngen, coerced, regulated) than ever before.

Political views apart, a major difference between the two authors is their source material. Dr Bakhash relies heavily on original but mainly printed material: Mr Hiro on western press reports. And perhaps as a result, the closer one gets to the present the more one feels a lack of intimacy with things post-revolutionary...

Finally, neither book gives a lot of space to economic questions (except for the admirable chapter on land in Dr Bakhash). The new rulers in Tehran are arguing was a constitution that now deeply split, 'ideologically, bore no relation to the sub- over just this area of national mitted draft. A presidential life. The clergy, fractious as ever, are not at all agreed on strong whilf of Gaullism) had what they are trying to con-

And both books leave unin its making is a theme at its top a "Religious, And both books leave un-strongly felt throughout. Guardian," an intallible answered the question What Almost as an antidote Mr authority in matters both have the Iranian people made Hiro, an Indian freelance religious and secular.

Chrysler man speaks

BY KENNETH GOODING

Iacoeca by Lee Jacocca and William Yovak, Sidgwick & Jackson £12.95, 352 pages

What an appalling picture Lee Jacocca paints of Detroit as Motor Town approached the end of the boom years. At Ford the founder's grand-

son, Henry Ford II, was behaving like an absolute dictator whose decisions were not open to debate. His management philosophy: "Keep your people anxious and off-balance."

Promising coreers at Ford came to an abrupt end and the victims often did not know why. Henry II fired one president because the man never knocked when entering the chairman's

Executives did not have to tangle directly with Henry to suffer. It was not even safe to be within range of his beady gaze. Jacocca was ordered to get rid of" an excellent manager and good friend because Henry Ford insisted the man's trousers were too tight.

Hesa fag. Although Ford ruled through fear, the executives put up with it because the rewards were so lavish Apart from milliondollar salaries and bonuses and stock options there were the perks. Iacocca, as president, had a Bocing 727 available for his business trips. The restaurant at the "Glass House," Ford's headquarters building, was one of the finest in the world where it was discovered each executive lunch was costing \$104-back in 1964. One manager wanted his office redecorated with antiques at a cost of \$1.25m. "I could tell Henry was displeased." says lacocca, "because he scrawled across the memo: 'Make it

The American industry is still today paying the price of having

than holding the union demands in check. Not only are car sion and became a materialist: workers the highest-paid in U.S. "When I graduated from manufacturing industry but their fringe benefits are exceptional — the cost of providing health care for its employees costs Chrysler the equivalent of \$600 for every car it produces.

As Jacocca remembers: "We were making so much money that we didn't think twice. We were rarely willing to take a strike and so we never stood on principle. I sat there in the middle of it them what they want because if they strike we'll lose hundreds of millions of

million dollars cash." lacocca also gives a first-hand account of Chrysler, much smaller than Ford-the number two car-maker - but still the tenth largest corporation in the J.S. When he arrived in 1978 Chrysler was on its way to bankruptcy and in a state of

anarchy: "The company was like Italy in the 1860s, it consisted of a cluster of little duchies, each one run by a prima donna. It was a bunch of mini-empires with nobody ing "Off with his head." giving a damn about what

anyone else was doing." system of financial controls, no financial planning and projectmarginal or loss-making operations on every continent except could not get hold of basic financial information to tackle Tacocca. the fundamental problems.

him in memory of their honey- never forgive him." moon at the Venice Lido, seems

managers who were more in- to have been ideally suited for terested in short-term results a rise to power in Detroit, He grew up during the U.S. depres-

> college, my attitude was: Don't bother me with philosophy. I want to make ten thousand a year by the time I'm 25 and then I want to be millionaire. I wasn't interested in a snob degree, I

was after the bucks." A bright and gifted personality with an ego "as big as the great outdoors," he was lucky enough to be in several right places at the right time.

all and I said: Discretion is For example, there were been heard of again but for his pany. "Democrats usually put the better part of valor. Give hardly any other students at knack of being in the right people shead of ideology. They college when he was there - place at the right time. they had all gone to war. Chrysler, in its death throes, people, they deal with jobs. Iacocca, with a constitution like called him in as chairman to Republicans deal with trickledollars. We'll lose our bonuses an ox was automatically attempt a resurrection. Iacocca down theories of investment." and I'll personally lose half a rejected because he had had

rheumanc fever as a child. from college and first came to public attention when he led the team which developed a revolutionary sports saloon, the Mustang. The car had the unique privilege of being featured on the covers of both Time and

Newsweek the same week. Iacocca was only in his midforties when he became president of Ford. "Henry was king. I was crown prince." But it was not long before Henry was cry-

In October 1978, aged 54. Incoces was forced out. Ford Worse, there was no overall had just declared record profits yet the board did not resist Henry Ford's action, Jacocca not ing. Chrysler was running only lost his job, he lost most of his friends. They worked at Ford and were terrified that Henry would fire them too if they were seen consorting with

He remains intensely bitter Lido Iacocca, the son of about Henry Ford. "He made Italian Immigrants who named my kids suffer and for that I'll lacocca might have never



saw a chance to get back at He is scathing about Reagano-Henry Ford, took the job and, mics. He joined the Ford company lived to regret it several times

over. ardent believer in the survival anecdotes. It does not go deeply of the fittest and let the chough into his experiences at marginal guy go broke," Iacocca Ford and Chrysler and he had to go to the government for help. He justifies this by insisting that government inter- of little interest to British ference in the form of arduous readers. Neither is it a tract regulations imposed on the

motor industry was responsible ment theories emerge, for half of Chrysler's problems.

It is a fascinating. was difficult, getting Chrysler's a man whose television appearbanks around the world to ances endorsing Chrysler turned

infinitely more taxing. delicatessen would not send sandwiches on credit to the for the Presidency of the U.S. point where it paid back over \$1bn in government loans seven

changed Jacocca's political philo-actor. sophy. He Republican would not have helped the com-

deal with labour, they deal with

Iscores's book cannot be wholeheartedly recommended in convinced freetrader, spite of all the irresistible wastes space on four chapters of "Straight Talk," which will be from which any new manage-

It is a fascinating, but ulti-If dealing with the politicians mately unsatisfying, glimpse of agree to the rescue terms was him into one of America's bestknown personalities. There But lacocca by 1983 turned were even rumours — quashed Chrysler round from a corlast year when he signed poration to which even the local another three-year contract with Chrysler - that he would stand In characteristic style, Iacocca writes: "Because of all the TV years early.

The Chrysler experience commercials I did for Chrysler, many people now think I'm an But that's ridiculous. He suggested that a Everyhody knows that being an administration actor doesn't qualify you to be

Prestdent."

Arthur's agonies by deborah steiner

warned

were not the only victims of and no diary entries for the Arthur's fury. Numerous winter of 1950 which Mamaine friendships dissolved, prompting Mamaine's reflection of the control of the ing Mamaine's reflection that it was no need to write; she was to be quite without from to be quite-without; friends. More accurately, one aquaint-ance. Alexis Ladas, complained, "Arthur demands that one

The intelligenisis of the time Camus. Malraux's white-walled flat she dismisses as "flashy."

older than one is."

Insight and Outlook, the leak-the day. Sadly, Mamaine reing septic tank and departure flects on the fate of political of yet another cook absorbed men who, like Arthur himself, Mamaine's energies. Inter-tire of the Left and vainly hope national events come and go, the to liberalise the Right

servant problem remains. Rootlessness was central to Domestic trials. Arthur com- Arthur's character. Not so to Domestic trials. Arthur complained, interfered with the work that was critical to his lowed him from Wales to well-being. His outbursts of France, Germany, Israel and rage punctuate the letters, and America, this Paget twin never lead Mamaine to speculate on lost her Englishness. In every how much longer, their life to open and Arthur lived in seather can last. China, furnigether can last. China, furni- she tried to create a home and

In spite of the deep commitment which these letters reveal, Arthur and Mamaine could not lead a life together. Arthur's open promiscuity, never hinted et in the letters, and his re-fusel to have the children continued to make tracks to the Mamaine siways, wanted were Koestlers' door. Mamaine additional strains on the mar-describes going the rounds of riage. Celia Goodman, several bars in Paris with Mamaine's editor-and-twin, gives Sartre, Simone de Beauvoir and a brief account of their separation in 1951 and of her sister's flat she dismisses as "flashy" death just three years later. In 1950, the Congress of Cul- The introduction posteript and In 1950, the Congress of Cul-The introduction, posteript and tural Freedom in Berlin brought annotations to the letters are together. Roestler, flutes, sparse and to the point Clearly Romains, Raymond Aron, Mrs. Goodman feels Mamaine's Benedetto Croce and others. In . Words, stand on their own. And. America, Arthur and Mamaine with fineir with polynamy and met the leading politicians of conscious naivety, they do

Wife who became a prima donna

BY MARTIN SEYMOUR-SMITH

Valley of Decision by Stanley Middleton Hutchinson, £8.95, 214 pages

Heaven and Earth

by Frederic Raphael, Cape, £8.95, 310 pages The Old Colts by Glendon Swarthout. Secker &

Warburg, ES.95. 183 pages To a Native Shore by Valerie Anand, Piatkus, £8.95. 287 pages

Stanley Middleton is almost always well spoken of. But be remains strangely neglected: little has been written about work, and not a single one of his novels, at least up until last year, had been published in the United States, although he is often spoken of there with respect. For a similar case of critical neglect one must look at James Hanley. The fact is, Middleton makes many of our more adulated novelists look silly-or at hest merely interesting. Almost every reader, when you talk to him, fully agrees—but then does English who could make one nothing about it! The best he sorry for a VAT man under has had is the Booker Prize unhappy circumstances.

but regrettably that does not always lead to the results it might. Booker winners are frequently forgotten, and not always for good reasons. The strongest possible plea for this leading English povelist should filled in his work and in his now be made, and I urge amaleur music-making. His wife readers to obtain this new, and is equally happy as an amateur fine, book-and then to look for the others.

Middleton writes about ordinary, ungifted, frequently drab people at periods of their lives when they are under severe pressure. He then, so to say, puts them to the test: do their bad circumstances bring out the best in them, or don't they? The answer varies. But Middleton's knowledge of human psy-chology and his dogged love for both his fellow man and for the harsh, often sour truth. are sovereign in our time. Few. l am prepared to wager, will not be moved to admiration at the craft, the feeling, the skill and the depth of Valley of Decision. Hence, as sometimes elsewhere. Middleton's refusal to manipulate his audience may distract attention from his compassion. It should not do so. As I once remarked, Middleton is the one major writer in English who could make one

.His theme here is an old one. treated anew: the conflict between artistic ambition and human responsibility. One of the two protagonists is a teacher who is happy and fulopportunity to get into the higtime as an opera singer. The narrative is dense and rewarding: the author demonstrates that the things we think of as commonplace are anything but that; I cannot recommend it

too highly: I had always thought of Frederic Raphaet as a highly gifted-writer of movie and TV scripts and as an efficient, intelligent but unspectacular novelist. Hearen and Earth has changed my mind. It is by far and away the best and most serious thing he has ever done. It is in essence a subtle and sympathetic portrait of a man, Gideon Shand, who has made a virtue out of failure. Frustrated from becoming the academic success he might have been, he has moved to a cathedral city as an Open University lecturer

for whom he cannot stand up. He moves-but, not at all in accord with his intentions, into a situation which puts his quiet nature to every possible test. The book is written with great aplomb, but is never glib. There is a brilliant passage in which a book Gideon is translating is justaposed into the text. There are many fascinating and revealing ramifications, and the dialogue is exceptional. The Old Colts is a tour de force in at least one sense; the author claims, with his tongue

either in or out of his checkit is easy enough to guess-that the late Walter Winchell gave into his keeping a docugiven to him by Damon Runyon. This document tells of how Wyati Farp and Bat-Masterson met up as old men in New York City and took to a life of crime as well as wine, women and author of The Shootist and knows how to do this sort of thing; so for fans 11 use the word advisedly) of the not-soold-West, including those who weekend on "ranches" in the Home Counties, this is a must, live son who is bullied and very lightweight book.



dude ranchers

Valerie Anand has previously written a trilogy set at the time of the Norman Conquest. This time she has chosen contemporary India. A woman very attached to her own part of England, the West Country, marries an Indian doctor and choice; the novel is really about her and her husband's resolution of this choice. The book is not more than competently written, but compensates for this by its honesty and its refusal to sentimentalise. The

on the English gentry stock from which she came, on her education in an Essex boarding school and a Swiss pensionnat de jeunes filles and on the London season where she, and her twin sister Celia, had been the city's morries an Indian doctor and most photographed debutantes.

In the six years, which marries an Indian doctor and manaine spent with Arthur, she wrote to her twin almost every week. This was the part of his family. Circumstances force her to make when he was most involved in exposing the "useful lies" of the Communist creed. Against the backdrop of his activities, Mamaine's letters and diaries show concerns of a different kind. The bouse where the and a translator. He is although a may prove a little author has a particularly good restricts and invention of deservedly liked: a model of too comic for their not always decency. But he has an over-unsolemn tastes. A likeable but differences of place can lead scarce. Later, in France, while to differences in attitude.

Adduct waited for reviews of

HOW TO SPEND IT

by Lucia van der Post

One Little company goes to market

OSBORNE & LITTLE could be to buy imported papers from said to have done for wall. France or America, papers what Torvill & Dean did for skating—that is they in its way, a small sensation. It transformed the potentially featured strong geometrics, a mundane into an artform. Their designs are to be found on the walls of small Chelsea houses, grand hotels and sumptuous foreign palaces. the design accolades, their share of the market is small. Not to mince words, it is, as Sir Peter Osborne himself, one of the founding partners put it, "tiny." One per cent to be

This week's launching of the company on the Unlisted Securities Market is designed to change all that. The two partners, Aniony Little and Peter Osborne, see the move as a necessary stage in their expansion and hope that the spin-off in terms of sales will enable them to open more showrooms (when they opened their showroom in Edinburgh sales in Scotland more than doubled) and extend the pro-

What the market thinks of its commercial future, no one yet knows but for homelovers concerned with what to put on their walls Osborne & Little has always been a compulsory stop-ping off place for those with more than a passing interest in contemporary design

rted

when Antony Little, a freelance interior designer, felt that the current wallpaper designs lacked the strength and excitemen that had been a hall mark of the turn of the century designs by people like William

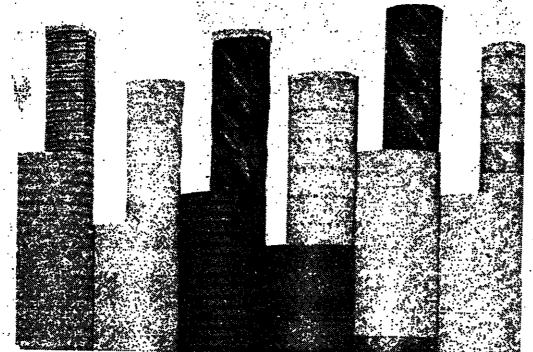
The first collection created, from the other manufacturers. It represented at the time a complete break with contemporary British wallpaper design. But for all the fame and all It was sold from a small shop in the Brompton Road and immediately attracted a lot of publicity, including a Council of Industrial Design award, and most importantly of all, a loyal and discerning clientele.

From there they continued with their philosophy of exploring new design areas. Just as one thought that strong geometrics was their "housestyle" they would move on and introduce something new. They were the first to introduce those once highly-fashionable metallic papers that flourished in the early 1970s.

Though the company still screen-prints some of its more rarefied papers and horders (a laborious and delicate process that is, inevitably, reflected in the prices) the move into machine-printing in 1976, revolutionised the business.

The highly successful collection. Hanging Gardens, was launched at the same time. combining more accessible prices, with a range of matching. fabrics. Since then it has in- flowing on 1985 will see some They started in the 1950's creasingly produced more and more fabrics, both to match and to complement the papers.

Other big design landmarks are collections like Plains and Nuage which offered to the Morris and Pugin. He felt that domestic user a quick and easy the discerning public was way of achieving with wall-offered too little choice — any-papers some of the effects that body looking for something were becoming increasingly strong and different had usually popular with paint. The



gentie, speckled backgrounds of Plains, the marbled effects of Siena, the dragged look achieved by Grains, all these were stylish and ultimately inexpensive ways of achieving a high-fashion look.

For those who are interested in how Osborne & Little see the walls of today-Regatta is one of the most up-to-date collections on sale. The strength of the designs can be seen in the photograph, above, but alas the strong, bold colours cannot.

As to the future, the ideas go four or five new ranges, the first of which is provisionally called Dark Wood and consists wood effects, which will be produced in 20 colourways. Also in the pipeline are further experiments of the highly successful paint-effects rangein particular experiments with the unusual blended effects popular in the late 18th

meat mincers, but fillers suitable

for fitting to the Chef Excel and to all other food mixers in the

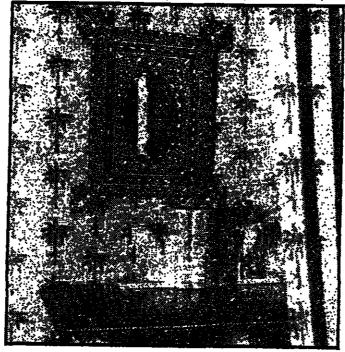
Kenwood range can be bought for £2 to £2.50 from Kenwood

Centres (mini stores within stores) up and down the coun-try. If not currently in stock,

orders are despatched by post,

at no extra cost, direct to the

customer's home address within



A typical strong, early Osborne and Little design

Hearts galore

THERE IS still time to remember St Valentine's Day it you've a mind to. Those who ind the whole idea a little frivolous and who would like to combine it with the feeling that somebody, somewhere, besides the commercial exploiters of the event should benefit you could order a single boxed red replica rose from John Grooms Association for the Disabled.

For the price of a £1 the single rose is sent to the address of your choice—this gives the association a small profit to contribute to the work it does to help the disabled to help themselves. Anybody wanting to send a small donation as well can take this opportunity to do so and be sure that the money will be well spent. For St Valentine's orders to be sure of arriving on time, £1 (or more!) should arrive by Monday and be sent to: "Activities Centre," John Grooms Edgware Estate, Edgware Way, Middlesex.

If you can't share lunch with your loved-one. The Admirable Crichton will send a special Valentine's Day lunch for one person to any address within a 50-mile radius of London for £15, delivery free in the West End and City (outside it is extra). Nestling inside any oyster-coloured box tied with pink ribbon ("very rococo") are two courses nestling in white courses and confection. white straw and confetti.

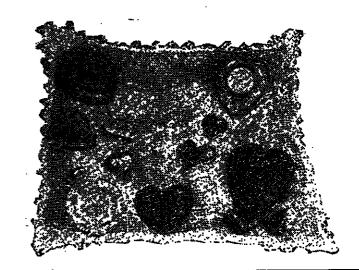
"Pink peppercorns hugging rack of lamb with artichoke heart full of broccoli flowers and hot pistachio kisses. Tiny new potatoes enddled by tender mint leaves. A love net of meringues brimming with passion fruit cream and strawberries. A praline and chocolate heart. One quarter bottle Veuve Clicquot and a pink, pink rose." But you'll have to hurry. Ring 01 675 4543. Orders and money must be received by Tuesday.



ABOVE: For the one-off, the hand-made, the original, go to The Casson Gallery, 73 Marylebone High Street, London WI. The shop is full of enchanting present ideas but clearly ideal for Valentine's Day are these free-blown sandblasted glass scent bottles. The glass has a frosted look with the hearts being formed from clear patches. There are four

different shapes, all £18 each (p + p £1.50).

BELOW: For the old, the special, the rare, go to Antiquarius or The Chenil Galleries in King's Road, London SW3. Photographed here is a selection of hearthere is a selection of heart-shaped objects, ranging from £25 to a rare 1930's Lalique plass scent bottle for £200 and a silver clock at £235.



CAN you guess what product together, the mixture can simply is labelled as containing the be rolled into sausage shapes following ingredients: "salt, between floured hands. Alternanecf fat (with antioxidan E320), monosodium glutamate, far, the sausagement can be yeast extract, dehydrated cod, fashioned into patties and chicken fat (with antioxidant wrapped in lacy caul fat—if you E320), onlon powder, flavouring, spices and herbs "? The answer,

tioned, which means it is the work: first finding a butcher major ingredient (law dictates prepared to sell you a length of that ingredients be listed in suitable gut, then summoning up order of proportions used), but the patience to fill the skins by legally the meat content may be hand—pushing the sausagemeat as miserly as 65 per cent of in with a wooden spoon handle, total weight, and almost all Nowadays it's a cinch: good national brands contain a good quality sausage skins (also deal of rusk or other starchy called casings) are easy to buy, cereal padding, not to mention and a little gadget is available such unappetising extras as for directing sausagement milk powder, soya protein, neatly and efficiently from the monosodium glutamate, preser- mincing machine into the skins. vative and colouring agents. No For £3.50 (including postage wonder taste and texture are and packing) Gysin and Hanson

You may be lucky enough to track down a butcher who makes his own meatier products 50 yards of sheep casings— but the surest way to enjoy enough to make 20 lb of

simple and enormous fun. In will keep for up to six months tact, the greedy pleasures of in a 'fridge. making and eating home-made. I haven't yet graduated onto sausages can become rather other sorts of sausages but I turn at creating new variations, age enthusiast's every need and thus making cook temporarily, will supply casings suitable for gratefully, redundant in the making black and white pudgratefully, redundant in the

The only essentials for on if you want them, aking sausages that taste as The sausage filler gadget is making sausages that taste as good as they should are pork, basically a sturdy, long funnel: salt. a few of your favourite berbs and spices, and a meat

tively, and more attractive by

What makes sausage-making such an irresistible pursuit, unbelievable though it seems, is fish stock cubes by Knorr.

The contents list on the average packet of pork sausages makes almost equally unappetising reading. It is true that pork is the first item mensure what makes sausage-making to bowever (apart from the eating. I mean) is converting the meat mixture into splendidly professional looking links.

In the old days achieving pork is the first item mensure results involved long hard which means it is the work first finding a butcher

addictive, with husbands and understand that Gysin and Hanchildren vicing to take their son are geared to meet the sausdings, haggis, salamis and so

you thread the sausage skin onto it, then screw it onto the meat mincer. Once the ingredients mincer. No fillers are available

of 96 Trundleys Road, Deptford,

London SES, will supply by mail order 25 yards of hog casings or really good sausages, bangers standard size sausages or 20 lb not whimpers, is to make them of chipolatas respectively. The vourself.

Making sausages at home is in salt in a resealable tub, and

have been mixed and minced for fitting to Spong's manual

a few days. The instruction leaflet which comes with the Kenwood sausage filler attachment, suggests (as do most recipe books) that Should mince the meat mix. ture then put it through the mincer a second time in order to pipe it into the skins. I find it quicker and more satisfactory to combine the two operations: double mincing tends to produce pappy textured sausagemeat even if a coarse mincing blade is used.

Kenwoods, like most recipe books, also advise wetting the insides of sausage skins, by running water through them, he-fore attempting to fill them. I find this makes the skins too slippery-far easier to omit this

The method I use is described in detail below, and is followed by my recipe for Marlborough sausages, a good basic sausage which may serve as a "springboard" for your own sausage recipes, but first a few general points about ingredients.

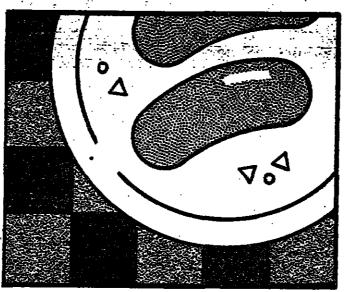
The better the pork the better the sausages. Too much pork today comes from young pigs bred for leanness: it is presumably less rich in cholestrol but tends to be tough and to lack flavour. For the sake of good eating get proper old-fashioned pork if you can.

Virtually any cut is suitable for sausage-making. Most econ- pork allow 1 part of your chosen

COOKERY

Beautiful bangers

By Philippa Davenport



particular liking for salt belly), the thick end of which usually has a ratio of 2 parts lean to 1 part fat which is the ideal for sausages. More expensively, the classic cuts to use are shoulder or neck meat and hard back fat. Sometimes a mixture of green bacon fat and hard back fat is used. In all events the proportions should be 2 parts lean to 1

Other meats can also be used, including yeal beef and game. (Venison sausages flavoured with juniper or cardamom are particularly delicious.) When including a meat other than

omic is beliv of pork (I have a meat to 1 part lean pork and 1

part pork fat Which herbs and spices you use to flavour sausages is of course a matter of personal taste and half the fun of sausage-making lies in creating specialités de la maison. Suffice to say that sausages should be well flavoured and there is no need to stick to classic British favourites such as sage and nutmeg. For example fresh green herbs like basil make wonderful

additions and so does garlic. Seasonings apart, I believe sausages should be 100 per cent meat. Those who have become accustomed to eating the age filler. Lift one end of the to be highly seasoned I suggest heavily padded ersatz sausages

found this to be the case with children. For them, initially at least, it may be better to in-clude some breadcrumbs or mealy cooked chestnuts in the sausagemeat mixture, but not more, I would suggest, than 1; oz per pound of meat (weight of lean plus fat). THE BASIC METHOD

of commerce, however, may

find pure meat sausages almost too meaty-and I have certainly

sages or 2 yds of sheep casing gently onto it. for 1 lb chipolatas, and soak it in a bowl of cold water for 30 minutes or so to wash away some of the salt and to make the skin pliable.

Meanwhile prepare the filling. Cut the meat (lean and fat) into cubes as though preparing a stew, and put it into a large mixing bowl. Add salt (I allow I teaspoon or a little more per pound of meat, unless using salt pork) and your chosen herbs and/or spices, each prepared as appropriate to type. Then add breadcrumbs or cooked and chopped chestnuts if you wish to include them, at a rate of up to 1½ oz per pound of meat. (Add fresh breadcrumbs just as they are; toasted crumbs are best moistened with a little liquid—say wine or tomato paste thinned with water.) Mix all the ingredients together very thoroughly with your hands. Now for the only delicate part of the operation—threading the skin onto the nozzle of the saus-

sausage skin from the bowl of 2 months maximum.

can no longer escape via K2.

ch. K-B3; 23 Q-R4 ch! KxB; 24

Q-R5 ch, KB3; 25 Q-N5 mate.

water in which it has been soaking, open it and slip it onto the tip of the nozzle. Gradually slide the rest of the wet skin onto the nozzle, wrinkling it gently upwards. When all but an inch or two is shirred onto the rest of the wet skin one time. An excellent all-purpose sausage for serving with gently upwards. When all but the wet is the wet in the bole, and turbing wranthe nozzle, tie a knot in the loose end of skin.

Fix a medium-coarse blade

onto the meat mincer, (or a fine delicious sliced when cold for blade if you want very smooth textured sausages), then screw as they come off the production Cut off the length of sausage line, standing it on an upturned larger amounts, skin required, allowing about 1 bowl level with the nozzle so yd of hog casing for 1 lb sauthat the sausages can slide less pork (either

> Now for the magic. Fill the hopper with the well mixed ingredients and start mincing. Work steadily and not too fast, easing the skin off the nozzle as it is filled. Aim for plump sausages but take care not to over-fill. If the skins are too taut the sausages may burst when cooked. I stop after every 3 or 4 in of sausage has emerged, and twist the skin before continuing; do this more or less frequently depending on how many sausages you want to the pound. Alternatively pipe the sausagemeat into the skin in one continuous but more loosely packed length; squeeze it gently at intervals afterwards mill), crush the garlic with the and twist into short sausage lengths.

to cook but will taste even better thoroughly, if kept for a day to allow Thread the soaked sausage if kept for a day to allow Thread the soaked sausage flavours to blend and mature. skin onto the nozzle of the saus-Home-made sausages can be age filler attachment, then screw kept in the 'fridge for up to 3 it onto a meat mincer fitted with days (no longer because they a medium-coarse blade. Put a age filler. This can be tricky until you've learnt the knack and I advise allowing 15 mally recommended freezer the hopper with the well-mixed storage time you try it. Damp the nozzle of the sausages, and fill storage time is 6 months but ingredients. Mince steadily to since home-made sausages and make plump well filled sausages. contain no preservatives) or

MARLBOROUGH SAUSAGES

in-the-hole and turbigo, wrap-ping in brioche dough, using in a cassoulet, and so on. Also

serving with celeriac remoulade. Two quantities are given for the skin-threaded sausage filler each seasoning listed. Use the onto it. Place a baking tray at smaller amount in each case the ready to catch the sausages unless including breadcrumbs, when I recommend using the

2 lb good, boneless and rind-less pork (either thick end of belly of pork, or 2 parts lean shoulder to 1 part hard back fat); 2-3 teaspoons coriander seeds; {-1 teaspoon black peppercorns; 24 garlic cloves; 2-2! teaspoons salt: 1 heaped tablespoon fresh lemon thyme (or 2-21 teaspoons dried thyme); a small bunch of parsiey; up to 3 oz fresh whole-meal breadcrumbs (optional). Soak 2 vds or so of hog cas-

ings in cold water for about 30 mins. Meanwhile prepare the sausage ingredients and put them into a large mixing bowl. Cube the meat, pound the coriander seeds and peppercorns with mortar and pestle (or grind them coarsely in a peppersalt, and chop the fresh berbs. Add the breadcrumbs if using The sausages are now ready and dried herbs, and mix very

> ages, and twist into links at regular intervals.

BRIDGE E. P. C. COTTER

MANY A CONTRACT is lost because the declarer is obsessed. with the idea of immediately drawing trumps. Consider this deal from a team match: ...

DRAM STA

With both sides vulnerable, South dealt and bid one heart and, after a single raise from his partner, went four hearts, which became the final contract.

+ A 4 .

West led the diamond Knave, East drepped the seven, the declarer won in hand, led a heart to the King, and returned a heart. Now, if the Queen drops in two rounds South pats himself on the back, hears the parrotery of "Well played" from North, and everyone is Unfortunately. West held the guarded Queen and South could not avoid the loss of a trick in each suit. ng canada na haifi na na aire aire aire an air Tha aire ann an aire a

contract.

♦ QJ9842 A second round of trumps must not be played at trick three-it is essential to preserve misplayed.

from rubber bridge: , N

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trumps. We make the club Ace and follow with the four. West wins with the Oneen and leads on the table. We play dummy's club Knave, on which we throw again, and leads a third dummy's ten of clubs, throwing our losing spade, and claim the

The declarer was, of course, dummy's King as entry-but it is important to cash the Ace. If East should happen to ruff a club we can overruff, and now the trump Queen must fall to the King. Not a difficult hand, but you will find it constantly The second example comes

a little more expertise. After bid one spade (he thought move 25 of the Poisoned Pawn winning, the diamond Knave about bidding two spades, but Sicilian; its success is geared with the King we cash the heart decided against it). South to a particular opponent. Acc. but then we abandon replied with two diamonds and In club or congress games North rebid three spades. Sensing a slam, South made the strong bid of four hearts. North the diamond ten, which we win showed support for his parmer's suit by a bid of five diamonds, and South said six diamonds. club Knave, on which we throw and South said six diamonds. open positions with fast de-the diamond nine, West is in West chose to lead the spade velopment and mobile piece three, an obvious singleton, play. diamond. We ruff in hand and taken perforce by the Ace, and now a trump to dummy's Ring. South hastened to draw trumps, reveals the 3-1 break, but we by leading the two to dummy's are not worried. We play King. East won, and the return national level. Both occur as of the spade six, forcing South

tract was defeated.

right to draw trumps at once, but he went about it the wrong way. There was a safer settled a £300 tournament method. He should cross to prize. the Ace of clubs and return the three of diamonds. This is a form of Avoidance play. Now, when East wins with the Ace, and returns a spade, South can afford to ruff with his Knave without any risk of promotion.
Failure to spot that safer method cost 1470 points.

> CHESS LEONARD BARDEN

NEW OR little-known opening P-QR3. P-QR3. moves are prolific point scorers . 11 PxN, B-Q2; 12 Q-K2. in chess at all levels. An effective innovation does not need P-KR4 at once, for if then the first prize, a valuable Sevres

In club or congress games

the best novelties are those proven in master tournaments but not yet generally current. Advantages of surprise and technical effect are enhanced in

This week's two games show innovations tested on the world by leading the two to dummy's circuit permeating down to refinements to well established to ruff with an honour, pro- attacking systems and the surmoted West's ten and the conprised opponents make unforced errors. Antidotes will eventually be found, but meanwhile the innovation student reaps a harvest: the first game

> White: A. Kosten. Black: C. Cooley. Caro-Kann Defence (South Wales Open 1985). 1 P-K4, P-QB3; 2 P-Q4, P-Q4; 3 PxP, PxP; 4 P-QB4, N-KB3; 5 N-QB3,

P-K3; 6 N-B3, B-K2; 7 PxP. NxP; 8 B-Q3, N-QB3; 9 0-0,

0-0: 10 R-K1, NxN? This important opening posi-tion can also occur from 1 P-Q4 openings by a different move order. White has attacking chances, but his central pawn is isolated. By exchanging knights and reuniting the white pawns. Black abandons a useful Best is 10...B-B3; 11

with a strong attack. 12...P-QR3;, 13 P-KR4! P-QN4.

19 . . - QxBP; 20 Q-R7 ch K-B1; 21 Q-R8ch, K-B2; 22 P-N6 Here if 13...BxP? 14 Q-K4. 14 N-N5. P-R3; 15 N-R7, R-K1; 16 Q-R5, P-B4; 17 N-N5! With the rook pawn as sup-White's attack fast becomes decisive.

19 BxBP!

POSITION No 554

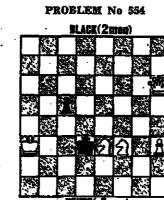
I. Kolisch v. L. Paulsen London 1861. White (to play) has an extra pawn, but bishops of opposite colours are draworientated. How did Kolisch break through?

Kolisch was the only grandmaster strength player .who became a banker, a millionaire, and a baron. When he won at Perhaps even better is 12 Paris 1867, it was said he sold

White: W. Watson, Black: J. Manley. Ruy Lopez, Schliemann De-17 . . . PxN; 18 PxP, Q-R4; fence (Pergamon British Lightning Championship 1984).

Black missed this tactic. If 1 P-K4, P-K4; 2 N-KB3, PxB; 20 P-N6 with Q-R7 ch and N-QB3; 3 B-N5, P-B4; 4 P-Q4, Q-RS mate, as the black king PxKP; 5 NxP, NxN; 6 PxN,

aristocratic chess patron.



White mates in three moves against any defence (by H. Rosset). A miniature, but far from easy: half an hour is an excellent solving time.

P-B3; 7 N-B3!

posing pawn centre.

PxB; 13 N-Q5!

The books give 13 N-K4, but the text, threatening N-B7 ch or Q-R5 ch, is better.

13 . . . BxP; 14 NxP ch, K-K2 the bishop offer gives a strong attack whereas 7 B-K2? Q-R4 with an exposed king, a defench and 8...QxKP leaves White sive lapse is understandable.

16...B-Q2 is the move to At first glance surprising, but 15 N-Q5 ch, K-Q1: 16 O-O, B-K3? test White's new idea. 7. PxB; 8 NxKP, P-Q4; 17 N-B4, Q-K4; 1 9 PxP e.p., N-B3; 10 B-N5, Q-R4 B-B2; 19 R-K1, Q-B3. (No better is 19 ... 17 N-B4, Q-K4; 18 P-KN3, (No better is 19 . . . Q-QB4, 20 Q-N4.)

20 R-K6! BxR; 21 QxB ch, K-B1; 22 NxB, Q-B2; 23 R-Q1, Resigns.



The real Handel

Max Loppert

Reggio nell'Emilia, or Reggio justified. Emilia as it is commonly called. This w is one of the substantial, prosperous Emilian cities stretching out in a not quite straight line from Bologna towards Milan. It not exactly faithful to the con-has not the special artistic asso-ventions of the form and the has not the special artistic asso-ciations of Parma, nor the richness of historical interest of Bologna (surely the most under-rated of great Italian centres). Handel effected his triumphant entry onto the London operatic nor the industrial prominence scene. It is perhaps the most scene. It is perhaps the most current hometown heroes of the order of Pavarotti and Mirella Freni). The tourist features—

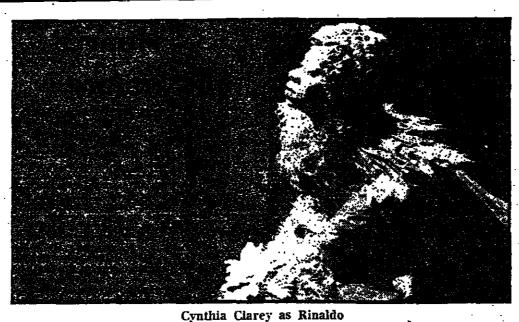
entry onto the Loudon operation of the most extravagantly enjoyable Italian opera in the Handelan canon — every component part, vocal, instrumental. Freni). The tourist features— part, vocal, instrumental, museum, churches, old town and scenic, is offered its centre—can be accomplished in chance to shine. In the Rinaldo half a day; and the visitor's most abiding memory of the place may well be left by the local food and drink—the ham and sausages, the cheese (parmesan should really be given its pro-per title of parmigiano-reg-giano), the dangerously delici-Pizzi, one had at least the sense should really be given its pro-per title of parmigiano-reg-

ous lambrusco.

My main business in Reggio earlier this week was not to walk, eat, and drink, happy as pleasure. those occupations proved to be. Pizzi's but to accept the invitation know of the Teatro Valli to attend its and new production of Handel's Garden, is to explore new ways Ringldo—an opera suitably of invoking period stage archibased, in part, on Ariosto. Italy tecture. Here, a magnificent has been slow to join the 20th-three-sided barroque facade with century rediscovery of one of portals, its front face capable opera's greatest geniuses (and of splendid progressions back one whose operatic career com- and forward, is lif in a way to passed early triumphs in that create 18th-century perspectives land). Now the process has that are both beautiful and land). Now the process has that are both beautiful and begun. This centenary production, apparently the first Italian principals is more controversial: Renaldo in modern times, is each stands on plinths which scheduled to tour the region are moved around by black-clad vocabulary had become familiar before going to the Theatre stage staff, the singer's multi-one could appreciate the degree Musical de Paris (the Chaltelet), coloured trailing cloak lending of freedom it allowed the its co-sponsor. It was an event the stage-management some that aroused great anticipatory degree of concealment and the of a well-chosen international

This was, indeed, one of the few Handel productions of my own experience to operate on a theatrical scale that was, if period, then at least appropriate thereto. With Rinaldo (1711) stagings by our own Handel Opera, the scenic demands have usually been, of necessity, shirked even when the musical ones were better attended to. of all theatrical aspects being about; considered together in the search for a modern audience's

Pizzi's stage method, as we know from his Bellini Capulets and Montagues at Covent excitement and then much drama much incidental atmo- cast; this was a performance lantic reputation was fully borne cheering; both were very largely sphere. In the great battle that, for all its panoply of stage out in a succession of ex-



name to the lists of

female exponents of the Handel

castrato role. The voice is agile,

firm, the presence sharply pro-

filed (less so, perhaps, in amorous moods than in martial).

James Bowman, as the Christian

general Goffredo, was in fine

sopranos, also American, sup-

plied slightly too little vocal

contrast; Elizabeth Pruett's

grained quality of timbre apter

to the heroine Almirena than to the glittering sorceress. Of

the Almirena, however, there

could be no complaint: Benita

Valente's considerable transat-

To my ears the two leading

effects, struck home in the real, wonderful Handel way.

scenes, the cast sit atop huge stone horses similarly moved

to create an impression of noble statues come to life. As a theatrical spectacle this proved marvellously successful (even if one's awareness of supers scurrying about at ground level did not diminish throughout the evening). As a response to the vitality and brilliance of all Handel's characters-not just the sorceress Armida and the alto castrato hero, but the others as well-it is open to the criticism of tacitly falling in with common prejudices about opera seria personages. But, in fact, once the stage dramatic and musical abilities

quisitely pure arias. "Lascia's ch'io pianga" not least among In the title role the American The young baritone. year's Poppea Octavia at Simone Alaimo, the sole Italian Glyndebourne) added another principal, was perhaps the most

exciting performer on stage. The conductor was Charles Farncombe, who must have more Handel operas, and more Rinaldos, under his belt than any other alive. It was one of his best Handelian readings, wellvaried of pace and rhythm, never jogtrot-mechanical, and (by an obviously inexperienced orchestra) enthusiastically played. The edition, based on the 1711 score rather than on Armida, though striking, and. Handel's later revivals, bor-assured of style, owned a soft-rowed an unpublished aria for-Goffredo that proved an undesirable extra. but otherwise gave no grounds for complaint. The Handel year will go on very well if it throws up other opera performances as thoroughly worthwhile, and thoroughly

Much to be gained by not shutting out human voices

Human Voice (Radio 4, Sunday tion; I read this when I was at on. evening) is an hour-long school anthology of poems and letters amazed by the final coup de by writers living under the shadow of political censorship and worse. I went to the recording last year, and reviewed it when, with a less starry cast, came to the Chellenham Literary Festival, Read by Peggy Ashcroft, Alec McCowen, Gregory de Polnay (who assembled it) and Leo Wringer. it brought pleasure and sorrow

and was properly theatre. Without giving anything away, I can tell you that Sir Everard Dominie (David Robb) is a drunken remittanceman in Tanganyika, where he encounters the German Baron von Lagastein talso David Robb). They were at Eton and Magdalen together, and they are doubles. The Baron proposes to get rid of Sir Everard, de go to England in his place, and sabotage any British prepara-

Cousin Basilio, at nine o'clock, is more serious. It is adapted from a novel by Eca

> RADIO B. A. YOUNG

writer of the last century. whose novels tended to get on to the index. Cousin Basilio

(Moir Leslie) alone. Within a fortnight she is visited by Basilio, home from ten years' naughty Lisbon society. Once conquest. Not much view of the Lisbon life of the 1980s yet, but it promises well, is decently played and well directed by Vanessa Whitburn. Stay with this one.

This has been a great

You Can't Shut Out the heim's The Great Impersond- comes to England. Now listen far. Jorge (John Rowe) is to Birth of Jazz. Brian Rust fuman Voice (Radio 4, Sunday tion; I read this when I was at On. go away for a month on busi-played a dazzling selection of evening) is an hour-long school and was properly Cousin Basilio, at nine ness, leaving his wife Luiza records, that began with the Original Dixieland Jazz Band's Dixieland Onestep," and gave a knowledgeable account of the money-making in Brazil and progress of jazz, growing less looking for a good time in the dependent on contrapunto alla mente and more on arrangehe was engaged to Luiza; now ment, until in the 1940s, to he wants only to have her as a remind us how it ought to sound, we heard Bunk Johnson and Kid Ory in electrical recordings of the kind of sounds they must have been making 30 years before. An early star was Jimmy Durante (himself, at the piano) in "Aunt Hagar's Children Blues." More jazz on

Antony Thorncroft on London's orchestras

A wonder under threat

It has been one of the won-ders of the musical world that London should sustain four orchestras of international repute—the London Philharmonic, the London Symphony, the Royal Philharmonic, and the

Philharmonia. For some reason this abundance of musical riches has attracted the hostility of the Arts Council. At one time the council was keen to kill off an orchestra by putting most of its aid behind a new "super" orchestra; more recently it suggested the creation of a major orchestra in the east of England which it would fund generously. a proposal which has stalled. Now it seems anxious to shed an orchestra by reducing sub-

A report produced in the autumn for the Council by Mr Neil Duncan (which was not published) is believed to have come down on the side of the orchestras—there should be no cuts in grant; no sacrificial victim; in fact no changes at all until 1986 when the abolition of the Greater London Council hands over to the Arts Council the running of London's South Bank and its concert halls. some arrangement whereby the London Orchestral Concerts Board, funded jointly by the Arts Council and the GLC, sub-

main London, engagements
The council disregarded orenestras' 1985-86 subsidy by City of London traditionally 1985-86 subsidy by City of London traditionally is a tiny sum — for the RPO it means around £65,000 less on a turnover of £3.5m — but the turnover of £3.5m — but the money goes to reduce the losses on the vital Festival Hall concerts which are essential for an orchestra's reputation. It also represents a 28 per cent reduction in grant. The impact has been far-reach-

For a start the orchestras heard the news after much of their 1985-86 programme had been arranged. They will have to cancel concerts at the Festival Hall — perhaps around 30 in all — and stand to lose £2.000 a concert in cancellation fees. Secondly they, are certain to reduce the experimental and innovative conkovsky and Beethoven. Already

criticises - too many routine,

orchestras were told that the council expects them to eliminate their deficits within three years. To attract generous grants they will have to devise interesting programmes but they know that such adventurous planning usually means smaller audiences and less ticket revenue.

By coincidence this spiping

by the Arts Council comes at a time when the orchestras are experiencing quite prosperous seasons, mainly because they had the foresight to plan more popular programmes. They still lose on average around £5,000 every time they perform at the Festival Hall but at present there are enough commercial sponsors to make good the deficits and audiences are up.

The LSO, for example, was attracting 83 per cent audiences to its Barbican concerts between September and the end of 1984, and January has Then all four orchestras should averaged 73 per cent despite the be directly funded, an improvement on the current cumberment on the current cumberof about £50,000 this financial year on a turnover of more than £3m.

It still faces big prob-lems, notably an overdraft of sidises the orchestras for their 5:00,000. It is also the main victim of the council's cutbacks. not only because its grant is partner. It is reluctant to make good the shortfall because it would establish a bad precedent. So the LSO has still not signed a five-year contract with its landlord for the year starting in April.

Nevertheless the LSO is pushing ahead with an ambitious Mahler festival in March, though it will be hard to recoup the cost of over £300,000. Sponsors are rallying around, and such ventures are good for prestige and keep the players interested. However, the LSO's immediate future is similar to its rivals—a more energetic search for sponsors; a safe, tent of their concerts even regular repertoire; selling its harmonia is bound for Japan; more, concentrating on popular musical skills for film music, the RPO will be in the U.S. audience attractions like Chairecordings and sponsored tours, this month, to be followed in

council is creating the very June, it will cost the orchestra London musical scene which it £350,000 to mount but it will launch its new conductor and has already attracted £100,000 safe concerts.

Perhaps, most ominously, the in sponsorship from Bankers lower subsidy is an indication of a bleak future. Last month the cessful in building up a range to restrict the sponsorship from Bankers cessful in building up a range to restrict the sponsorship from Bankers and sponsorship from Ban cessful in building up a range of sponsors, and expects to re-ceive £500,000 all told this year.

It is already reaping a financial benefit from employing Previu—it has completed one television series with him and more work is to come. Still it has cancelled half a dozen of its RFH concerts because of the Arts Council cut and it is considering dropping the per-formance of the violin concerto it has commissioned from Peter Maxwell-Davies. That would indeed be a pointed move since the Arts Council contri-buted £5,000 towards the commission.

In audience terms the most successful London orchestra in recent years has been the Philharmonia. This is because its three-year sponsorship by Du Maurier (at £300,000 a year) enabled it to build up a large subscription list, 3,000 strong. Now it will be forced to reduce advertising because of the Arts Council cuts, as well as give up some Festival Hall appearances.

The orchestras must make some challenging decisions in the next few months. Their reputation, so important for profitable recording work, rests on interesting programmes—a Mahler festival (LSO), one devoted to modern French music (Philharmonia), American music (RPO)—but these lose money and are only possible with the help of sponsors, or Arts Council cash.

The orchestras are not com-

pletely negative in their attitudes towards the council. They like the idea of direct funding and welcome the pros-pect of repeating their London concerts in the regions, provided the subsidy is forthcoming but recent events have shocked them and stalled their plans. There is also a question mark over what the GLC may offer for the coming financial year—nothing has yet been announced. Still all is not gloom. The LPO is about to tour Australia; the Philharmonia is bound for Japan; The RPO is also gambling the summer by the LSO. They serials flanked The Human He speaks both English and (my encyclopaedia calls it nostalgia week. I enjoyed Children Blues." More jazz on the RPO has cancelled Janacek's on an important event, the will welcome a temporary voice on either side. At seven German with a faint German Nephew Basilio) is straightfor-oclock, E. Phillips Oppen-accent, but loses it when he ward glamorous romance, so Sunday night programme. The Sundays:

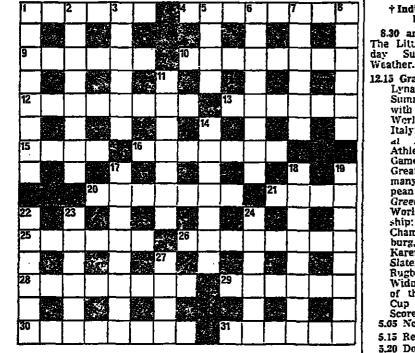
[ROSSEV and Begunoven, Already The RPO has cancelled Janacek's on an important event, the will welcome a temporary Glagolitic Mass. which would André Previn / RPO Inter-escape from their London colock, E. Phillips Oppen-accent, but loses it when he ward glamorous romance, so Sunday night programme. The Sundays:

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[ROSSEV and Begunoven, Already The RPO has cancelled Janacek's on an important event, the will welcome a temporary grant has a sunday and the RPO has cancelled Janacek's on an important event, the will welcome a temporary grant has a sunday and the RPO has cancelled Janacek's on an important event, the will welcome a temporary grant has a sunday and the RPO has cancelled Janacek's on an important event, the will welcome a temporary grant has a sunday and the RPO has cancelled Janacek's on an important event, the will welcome a temporary grant has a sunday and the RPO has cancelled Janacek's on an important event, the RPO has cancelled Janacek's on an important event,

F.T. CROSSWORD PUZZLE No. 5.640



A prize of £10 will be given to each of the senders of the first five correct solutions opened. Solutions must be received by next Thursday, marked Crossword in the top left-hand corner of the envelope, and widressed to the Financial Times, 10 Cannon Street, London ECAP 4BY, Winners and solutions will be given next

6 Bill the clergyman is meti-

17 If returning, stay home (8)

19 Stop when you get to the

22 Not the type to stand up straight (6)

23 Measure everyone getting on after Gateshead (6)

24 Offensive when overdrawn, promises to pay (6)

Solution to Puzzle No. 5,639

27 Staunch back pockets (4)

culous (8)

drunk (7)

end (8)

7 Coin in aperture (6)

8 Gloomy Dr Pink (6)

Name

1 Indian father is in pain (6) 4 Rocky soil—a rum place to sunbathe! (8) 9 Raw recruit that is hiding 11 Competitor raced into tent,

behind the castle (6) 10 Realise there's 50% discount 14 Has new toboggan outside too much (S) which is drastically reduced 12 Coming to call everyone in

13 Coarse rider goes round 18 Failure to see everybody making jokes (6) standing in a thicket (8) making jokes (6) 15 Impertinent jerk (4) 16 Blab about the Spanish

clergyman (7) 20 Key man working in a pit, perhaps? (7) 21 Manage to catch the egg-

head (4) The "Jazz Queen" is a 25 The vessel (6) 26 Swinger responsible for people having good time?

28 Sticky sweet? (3) 29 Get mug with nothing in against a voucher (6) 30 Contrary talk (8) 31 Judge fools skinhead (6)

1 Ventilate boats and planes

A T P A C W IN TARGE GAMESTON TO SEE THE PROPERTY OF THE PROPE DOWN 2 A coir mat, shaken, having a distinctive smell (8)

3 High place attained by Holy head rowing crew (6)

† Indicates programme in black and white 8.30 am The Perishers. 8.33 The Littlest Hobo. 9.00 Saturday Superstore. 12.12 pm

12.15 Grandstand, with Desmond Lynam, including 12.50 News Summary; Football Focus with Bob Wilson; Ski-ing-Werld Championships from Italy; Racing from Newbury at 1.30, 2.00 and 2.40; Athletics — Peugot Talbot Games from RAF Cosford pean Championships

Great Britain v West Germany and the Indoor Euro-Greece; Bowls - Embassy World Indoor Championship: Ice Skating-European Championships from Gothenburg, Sweden, featuring Karen Barber and Nicky Slater in their free dance: Rugby League - Leeds v Widnes in the first round of the Silk Cut Challenge Cup from Leeds: Final Score—Gassified results.

5.15 Regional programmes.

5.20 Doctor Who.

6.05 Jim'll Fix It. 6.40 The Little and Large 7.15 One By One.

8.05 Dynasty. 8.50 Bergerad 9.45 News and Sport.

10.50 "One-Eyed Jacks," starrung Marlon Brando. REGIONAL VARIATIONS: Wales—8.30-9.00 am Rugby Union: Try. Try Again, 5.15-5.20 pm Sports News Wales, 1.05-1.10 am News of Wales Headlines.

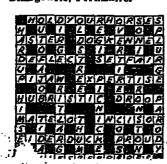
10.00 Match Of The Day.

Scotland—5.15-3.20 pm Score-board with Dougle Donnelly. 10.00-10.50 Sportscene. Northern Ireland-4.55-5.05 pm Northern Ireland Results (opt-out from "Grandstand"). 5.15-5.20 Northern Ireland News. 1.05-1.10 am Northern Ireland

News Headlines.
England—3.15-5.20 pm Loudon
—Sport; South-West (Plymouth)
—Spotlight Sport and News: All
Other English Regions—Sport
and Regional News.

SOLUTION AND WINNERS OF PUZZLE No. 5,634

Mrs J. Richards, 16 Quarry Walk, Hythe, Kent; Mr G. C. Harvey, 20 Headley Close, West Ewell, Epsom, Surrey: Mr R. G. Scott, 27 Barnton Court, Edinburgh: Mr R. J. Hunt, 249 Hillbury Road, Warlingham, Surrey; Mr T. McLaughlin, Easdale Blairgowrie, Perthshire.



BBC 2

6.25 am-3.10 pm Open University. 3.30 Micro Live.

\(\gamma 4.20 \) Saturday Cinema Double:

"The Hounds of Zaroff."

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The Hounds of Zaroff."

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The Hounds of Zaroff."

The Hounds of Za starring Joel McCrea, ray Wray, Leslie Banks and at 5.20 "Stagecoach." starring Ann-Margret, Red Buttons and Bing Crosby.

7.10 News and Sport. 7.25 A Yous La France! 7.50 Rugby Special. High-lights of today's Welsh club match — Neath v
Swansea from The Gnoll.
8.40 "Beyond Sorrow, Beyond
Pain" (Swedish film with

English sub-titles). 16.00 Blot: On The Landscape. 10.50 World Bowis (Highlights from the second semi-final in the Embassy World Indoor Bowls

Championship). Alphabet. 11 11.40-12.13 am World Ski-ing CENTRAL Championships (High-iights of the Ladies' Slalom from Bormio, Italy)

LONDON

6.15 am TV-am Breakfast Programme. 9.25 LWT Informa-tion. 9.30 Cartoon Time. 9.35 Scooly Scrappy and Yabba Doo. 10.00 No 73. 11.20 Space 1999. 12.15 pm World of Sport; 12.20 Skilling — World Alpine

The Lus Angeles Times SCOTTISH
Games from California; 1.45
Racing from Ayr; 2.05
Darts—The Greene King
World Challenge—England
1.50 pm La
Lagand: Br
TSW
9.57 am Gu Racing from Ayr; 2.00
Darts—The Greene King
World Challenge—England
v The World; 3.20 Racing
from Ayr; 2.35 Skating from
Gothenburg; 3.10 Darts.
5.00 Carton Alphabet. 11.60 Live from
London; Belle Stara. 12.48 am Post-

Up: 4.00 Wrestling; 4.45 5.00 News and Sport.

5.00 News and Sport.
5.05 Blockbusters.
5.25 The A-Team.
6.30 The Fame Game.
7.15 All Star Secrets.
7.45 T. J. Hooker.
8.43 The Price Is Right.
9.45 News and Sport.
10.00 Aspel and Company.
10.50 London News Headlines followed by Ant Wieder. followed by Auf Wieder- ULSTER shen Pet 71.20 a

11.50 Magnum. 11.30 Magnum.
12.45 am Bizarre.
1.10 New From London: H=0.
2.10 Night Thoughts with Monsigner John Crowley.

CHANNEL 4

1.05 pm Everybody Here. 1.30 The Making Of Britain. †2.00 "Hudson's Bay," starring Pau! Muni, Vincent Price and Gene Tierney. "The Gracic Allen Murder Case." 5.05 Brookside. 6.00 The Other Side Of The BBC RADIO 2

of communism today. 8.15 "As. The Years Pass, As The Days Pass" (with English subtitles).

9.25 Honegger; De Falla and Autheil. 10.00 Hill Street Blues. 11.00 Talking Heads.

S4C WALES
2.00 pm A Question of Economics
(What's Happened to Inflation?), 2.30
A Waek in Politics, 13.15 The British
at War. 5.10 The Decade of Destructron. 6.05 Where in The World? 6.35
The Avengers. 7.30 Newyddion. 7.45
Sion a Sian. 8.15 Wadi Wyth. 8.45
Taro Tant. 9.25 Y Maes Chwares. 10.20
Julia! 111.20 Feature Film: "The Roaring Twentres" starring Jemes Cagney
and Humphey Bogert.
ANGLIA

ANGLIA
11.20 am Battlestar Galactica. 11.50
pm Jazz Spacial Koinonia. Part 1. A
lock at the background and music of
the band Koinonia. 12.20 am At The
End of the Day.

BORDER
11.20 am Chips. 5.05 pm Cartoon
Alphabet. 11.50 Shelley.

CENTRAL
9.25 am Adventures of the Blue
Knight, 11-20 Chips. 5.05 pm Cartoon
Alphabet, 11-50 Shelley.
CHANNEL
9.57 am Puffin's Pia(i)cs. 11-20
Torzan, 12-14 pm Channel Islands
Veather Summery, 5.05 pm Puffin's
Pia(i)cs. 5.10 Cartoon Alphabet, 11-50
Live from London.
GRAMPIAN

GRAMPIAN
11.20 am The Fall Guy. 11.50
Teachers Quiz. 12.20 am Rellections. GRANADA 11.20 am The Fall Guy. 5.05 pm Diffrent Strokes. 11.50 The Saturday Film George Kennedy in The Human

is pm World of Sport: 12.20
Ski-ing — World Alpine Film George Kennes,
Championships from Bornio,
Italy: 12.45 News: 12.50 On
The Ball: 1.15 Racing from
Avr (introduced by Derek
Avr (introduced by Derek
Cartoon Alphaber, 11.50 Jazz Special:
Charles Byrd, 1222 gustavist.

Galactica.

11.20 am Battlester Galactica. 11.50 pm Late Call. 11.55 Portrait of a Legend: Brenda Lee.

7 ys
9.25 pm Speedy Gonzelez, 11.20 The
Green Homet. 11.45 Birdman and
Galaxy Tho. 12.12 pm TVS Weather.
11.50 Jazz: Steps Ahead in Copenhegen, 12.20 am Company. TYNE TEES

9.25 am Morning Glory. 8.65 Young Looksround: 11.20 Captain Sceriet and the Mysterons. 11.50 Batman. 12.13 pm North-East News. 5.07 Cartoon Alphabet. 11.50 The Timeless Land. 12.50 am Poet's Corner. ULSTER
71.20 am Fireball X-L 5. 71.45 The
Jecksons: 12.43 pm Lunchtime News.
4.55 Ulster Sports Results. 5.03 Ulster
News. 5.05 Lakeland Gemes. 9.57
Ulster News. 11.50 Guess Who's Coming To Dinner? 12.15 am News At Bedtime.

YORKSHIRE 9.25 am Regional Weather Forecast followed by Porky Pig. 11-20 Battlester Galactics. 5.05 pm Cartoon Alphabet. 11.50 The Master.

BBC RADIO 1

(S)—elso VHF Storeo
19,00 am Deve Lee Travis, 1,00 pm
Punk to Present (S), 2,00 Paul Gem-baccini with America's htts (S), 4,00
Settirday Live (S), 6,30 in Concert (S),
7,30 Phil Kennedy, 9,30-12,00 Diste

6.00 The Other Side of The Tracks.

7.00 News Summary followed by Seven Days.

7.30 Shape of The World: The Communist Spectre. In this final programme, U.S. Defence Secretary Caspar Weinberger and Shadow Foreign Secretary Denis Healey, join 2 5.55 Pools news and football peachs.

7.30 Ron udbawm, waster from the Orchard Theatre, Dertford, includions at music in the cinema, 8.30 Big Band Special (S), 10.02 Sports Desk, 10.05 Steve Jones (S), 12.05 am Night Owls introduced by Dave Gally (S), 1.00 Peter Dickson presents Nightride (S), 3.00-4.00 Wally Whyton introduces Country Concert (S).

Introduces Country Concert (5).

BBC RADIO 3
7.00 am News. 7.05 Aubade (5).
5.00 News. 9.05 Record Review (5).
10.15 Stereo Release (5). 11.10 BBC
Symphony Orchestra (5) (12.00 Interval
Reading). 1.00 pm News. 1.05 Schubert
and Brohms: piano recital by Steven
Da Groote (5). 2.00 Verdi's Operas:
"Aids." Mare Calles sings the tride
role in this performance on mono De Groote (S). 2.00 varois operas:
"Aida." Maria Callas sings the trile
role in this performance on mono
records (sung in Italian). Including
3.25-3.30 Julian Budder talking about
the opera. 4.45 Frans Bruggen. JeanFery Rebel's Suite in G minor, arr.
Bruggen and played on solo recorder(S).
5.00 Jazz Record Requests with Peter.
Clayton (S). 5.45 Critics' Forum. 6.35
Chilingirian String Quartet, Part 1 (S).
7.20 Black English Literature. Frabiu
S. Guptera compares the experiences
of two generations of Commonwealth
writers in Britain. 7.40 Chilingirian
Quartet, Part 2 (S). 8.25 The Idea
Behind the Music. Alexander Goehr
talka about the music of Schoenberg.
8.45 BBC Philharmonic Orchestra:
Bruckner's 7th Symphony (S). 9.45
The Troubador Tradition (S). 10.30
Scar (story by Richard Walker). 11.00
Norway After Gring (S). 11.57-12.00
Naws..
BBC RADIO 4

BBC RADIO 4.

BBC RADIO 4
7.00 am News, 7.10 Today's Papers,
7.15 On Your Farm. 7.45 in Perspective,
7.50 Down To Earth. 7.55 Weather;
Travel. 8.00 News 8.10 Today's
Papers, 8.75 Sport On 4. 8.48 Yesterday in Parliament. 8.57 Weather;
Travel. 9.00 News. 9.05 Breakaway,
9.50 News Stand, 10.05 The Week In
Mountmother, 10.00 Per lot 11 the Week Vestiminster. 10.30 Pick Of The Week In Westiminster. 10.30 Pick Of The Week (S). 11.30 From Our Own Correspondent. 12.00 News: Maney Box (S). 1.30 from Our Own Correspondent. 12.00 News: Money Box (financial matters with Louise Botting). 12.27 pm Blandings 12.58 Weather: 1.00 News: 1.10 Any Questions? From Aston Clinton, near Aylesbury. 1.55 Shipping Forecast. 2.00 News: The Attornoon Play (S). 3.00 News: A Lexicon Of Laughter with Richard Antitony Baker (S). 3.30 Mehais (S). 4.15 Faces. 4.45 A Sideways Look At by Anthony Smith. 5.00 Widdlet (S). 5.25 Week Ending (S). 5.55 Shipping Forecast. 5.55 Weather: Travel. 6.00 News: Sports Bound-up. 6.25 Desert Island Discs (S). 7.05 Stop The Week with Robert Robinson (S). 7.45 Baker's Dozen (S). 8.30 Saturday-Night Theorie (S). 9.45 The Haxey Hood Game—Phil Smith Joins in en ancient calendar custom. 9.58 Weather. 10.00 News. 10.15 Evening Service (S). 10.30 Soundings. 11.00 Science New. 11.30 The Wow Show presents "Wither Internstuaristism." (S). 12.00-12.16 am News.

News.

BBC RADIO LONDON

7.32 am Good Fishing 8.04 London-Wesland, 8.30 The Megic Carpet Company, 9.03 Inside London with David Edwards, 9.30 Cerridors of Power, 10.02 All That Jazz with Brian Prestley, 11.30 Jeff Young's Seturday Show, 2.02 pm Breakthrough, 3.30 The Great Company, 5.00 Goodeline, 6.30 Big City, 7.30 Held the Front Page, 8.00 Eastern Ear, 8.30 Good Fishing, 9.00 As Radio 1, 12.00.4.00 am As Radio 2.

CHESS SOLUTIONS Solution to Position No 554 1 BxP! KxB; 2 P.R5, K-K2 (if BxP; 3 KxP and P-B7); 3 P.N6, BxP (if PxP; 4 P-R6, B-N1; 5 P-B7, BxP; 6 P-R7 and queens); 4 PxB, PxP; 5 K-B4, K-Q1; 6 P-Q5; K-B2, 7 K-N5 and Black

Solution to Problem No 554 1 N.Ql. If 1...K-K5; 2 Q-N6 h. KxN (or K-Q4; 3 N-K3); Q-N4. If 1...K-B5; 2 Q-R6 ch, 3 QN2 II 1...K-B5; 2 QR6 CH, K-Q4; 3 N-B3, II 1...K-K7; 2 Q-K3 cb, KxN (K-B8; 3 Q-B2); 3 Q-Q2 II 1...K-B7; 2 Q-Q2 cb, K-NS; 3 Q-N2. II 1...P-B5; 2N-B3,



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LEISURE

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Gerald Cadogan on archaeology Thieves in the night who pilfer our past

AS AN archaeologist, I am made by the region and country to nervous by the windows of which the objects belonged, and dealers in antiquities and the arises from both the loss of of coming upon something or rather the presence of the that has not been recognised past around us, is as fragile a properly for what it is; but that part of the environment as any. is minor compared with the Man; decay and disasters all foreboding that I shall see destroy it; but we need it something that has been re properly to understand places moved illicitly from a site or and their development. region I know or, worse, from a place where colleagues—or I, myself—have been working.

have been a long time in a even have stretched the term private collection, but chances are it is much more likely to altogether fairly — to include have been wrenched from objects not made here, such where it belongs in the past year or two. The next worry for me is

the price suggested in the catalogue or murmured by the dealer. What do we pay the workmen? The going agricul-How many days' wages would be represented by £500 or £5,000 for the jug in the window? The equations are frightening.

Why, then, do illicit antiquities seem wrong? First, there are loss of context and damage heritage-which merge since loss of context implies damage to heritage.

With illicit antiquitles, the context-which is so much of what we want to know-has been lost for ever. Though the objects survive, we do not know where they are from, how they lay originally, or what was with them. Where on the body was the jewellery? Was the body male or female? The tomb working fast by

A size istalish

acetylene lamps, keep no notes. Amphorae raised by scuba the countries losing antiquities divers from the sea bottom are might be thinking, means we another instance. Amateurs question resentfully their being nings. Many museums now forbidden to remove such artefacts, arguing that each one is of little monetary value and there are masses of them.

So why the fuss? Because we are losing all the information about the wreck in which they once were: Where the ship had been, what it was carrying, where it was going, and when.

sale catalogues for them. There the context and the actual loss is always the pleasurable chance of the objects. The evidence,

In Britain, these are familiar arguments, if put differently, with churches, country houses Sometimes, the object might or Victorian architecture. We "heritage" — I am not sure as Italian Old Master drawings that have resided in our country houses for a few centuries, and so are deemed to be part of our culture.
These foreign objects have

been naturalised and must not continue their wanderings, however bad the bills for the roof and CTT for the owners of the difficult for our museums to raise the money to buy them. It is a lucky and luxurious

attitude, perhaps a bit spoilt. We have so little here of the removable early native heirtage owned by Italy, Greece, Cyprus and Turkey in the Mediterranean, or so many countries in the Middle and Far East, or nations such as Peru. Ecuador. Mexico and Guatamala in the Americas. The pieces on sale in Geneva, London and New York that excite the collectors have come so often from robbing the cultural patrimony of the places to which they belong.

Understanding this, and making the effort to imagine what really can help. There are beginaccept only objects that have a proper pedigree showing they were exported with a permit or, more likely, have been in collections a very long time. The U.S. Customs Service has

in 1983 the U.S. became the 51st country to accept the 1970



A notable victim of looters . . . King Tutankhamen, whose tomb in Egypt wase plundered twice after his

archaeological or ethnological Switzerland — an interesting trio, in view of their liking for antiquities - have not yet

There also is much informal co-operation between museums, embassies, departments of antiquities, police forces and

It is a grey area of ironies and casulstry. Objects are known to be "around" for a time and eventually "surface." A few things are saved from destruction, and a very few are bought to be returned to the country which lost them. But it is a very long haul to change attitudes, which is the only way. People often ask me if

want to bring back and keep what I find when digging abroad. The answer is no; nor do I know of any archaeologists working in the field in the Mediterranean systematic collectors of antiqui-

We are not being prigs: it been zealous for some time, and just does not seem relevant. We are lucky to be allowed to dig in the countries we have come there it was going, and when. UNESCO Convention on to love and they are where the Loss of heritage is suffered Cultural Property covering finds belong.

But finds do travel, even from property of sovereign states regular excavations. The worst (Britain, West Germany and recent cases occurred after the invasion of northern Cyprus by Turkey in 1974, when there was widespread plundering.

> The most bizarre incident was the gift by the authorities in northern - Cyprus to University of Virginia of 20 vases, two of which had the excavation numbers of the Harvard/Boston Museum Fine Arts excavation near Morphou of the early 1970s. Eventually, the university (founded by Thomas Jefferson, the first American to do a scientific excavation - of an Indian burial on the banks of the Potomac) returned 18 to northern Cyprus and the numbered pair to the Cypriot

> It is a sad story, made worse by war. There are other stories, equally sad and bad, from Central America or Thailand, where the discovery and circulation on the art market in the late 1960s of elaborate and early vases meant that only a small part of the type-site of Ban Chiang was unplundered when archaeolo-gists began in 1974.

·Embassy.

Antony Thorncroft reports on an art auction for the very rich

Van Gogh bids for \$10m record

most expensive picture up for sale in 1985, pop along to the Royal Academy this weekend. There, for free, you can view a large landscope by Van Gogh, Paysage ou Soleil Levant, pain-ted in 1889 when he was in an asylum at St Remy On April 24 it goes under the hammer at Sotheby's in New York and could fetch \$10m.

Such figures are fairly mean ingless in a period of fluctuating exchange rates and inflation, and Sotheby's is busily talking down the likely price to nearer \$7.5m to save disappointment; but the work should certainly exceed the previous highest price paid for a Van Gogh at auction of \$5.7m And the 50 pictures in the Florence J. Gould collection of Impressionist art should establish a record for a single auction session and bring in more than

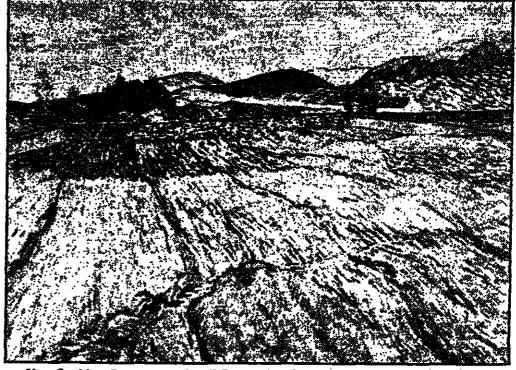
Forty-two paintings and eight drawings, the cream of the collection, are briefly on view in London as part of a world-wide publicity tour which is Sotheby's around costing \$100,000.

The sale of the paintings of Florence Gould is the major event of the auction house year and, in its detailed presentation when pitching for the assignment. Sotheby's made much of its marketing programme. It believes that this, rather than its financial terms, persuaded Mrs Gould's executors to place the pictures with the company.

The competition between Sotheby's and Christies for the Gould treasures probably was the fiercest battle yet between two traditionally - enthusiastic rivals. Mrs Gould died, aged 87. in 1983. She was the queen of the French Riviera, using the money accumulated by a couple of judicious marriages to enjoy the role of patron of the arts. Her chief protegees were writers, like Cocteau and Gide, but in 1963 she started to buy impressionist pictures helped by the advice of dealer Daniel Wildenstein, built up a

major collection.

One of ther friends in the south of France was Peter Wilson, the retired chairman of bis detailed marketing plan, and bis detailed marketing plan, and bis detailed marketing plan, and bis detailed marketing plan.



Van Gogh's "Paysage au Soleil Levant"—the year's most expensive picture

Sotheby's, and it was a great shock to the fine art world when Christies was given the task of disposing of Mrs Gould's jewels. which it did to the tune of Then, Sotheby's was handed the furniture.

There was a long wait while the executors decided which auction house to entrust with the major prize, the pictures. Christies might well have captured the jewels by offering a better financial deal. For the pictures the salerooms probably vendor's commission, relying for their return on the 10 per cent buyer's premium-a tidy sum if the first session alone tops \$25m. (Although there have been rumours of both salerooms offering to split even the buyer's commission with the vendor to secure a major collection, this, has probably not mansions. happened yet)

David Nash, head of Impres-

because Sotheby's traditionally has handled most of the major for a picture like the Van Gogh there are not more than half a dozen likely buyers-headed by Baron Thyssen. Norton Simon and the Getty and Forth Worth museums-there is always the possibility of one of the other pictures catching someone's eye

on its global tour. On an earlier exercise, spotted by a Tokyo museum wrose trustees decided on the spot to bid up to \$3m for it, in London, the exercise could startling. be more than just PR-the pictures are pretty and accessible. just the kind of thing with which rich Arabs like to decorate their Home County

Nash recalls that at his last 1959 to major impressionist sale in

The April 24 sale will be watched with considerable in U.S. has beemed on the back of the American economy: now there are signs of slight strain.

Nash is quick to point out that his estimates are modest; and that the pictures, having been bought fairly recently, indicate that as investments, Impresssionist pictures are a secure, but not sensational. Picasso on view in the Seibu haven for money. For example, department store in Japan was a Cezanne landscape carrying a a Cezanne landscape carrying a top estimate of \$1.5m was sold for \$310,000 in 1966 - a fivefold appreciation in 18 years almost twice its estimate. Even which is sound rather than

A pretty Manet Peches has done potentially better, selling being estimated at up to \$500,000, as has Cezanne's Lo Fontaine, up from £1.800 in a top forecast of \$150,000. The Van Gogh was sionist pictures at Sotheby's New York, around \$5m worth of acquired by Wildenstein in from Robert Oppenheimer, the

Edmund Penning-Rowsell on High Street wines Sainsbury's spreads its wings

FOR SOME time now, Sains- Meursault Clos de la Barre bury's has extended its wine list 1981 (27.45). Has a very oaky from those for everyday drink-ing to vintage wines; and if the range is not comparable to those of traditional stock-holding (25.25). Very brown in colour, mose, and the true, full-bodied with a soft aroma and flavour, Meursault taste; good value for and a somewhat-sugared taste; white burgundy these days. but retains some body in a light Corton Charlemagne 1982 vintage for a village wine. For that they cannot afford to hold stock long—it certainly is representative.

There are 45 wines on Sainsbury's Vintage Selection list, and it has even persuaded the original growers or mer-chants to print the special seal on their cherished estate or house labels.

From this list, more than 30 were open for inspection at a special tasting recently, and following are some recom-mendations and comments on a

selection. WHITE WINES Lugana San Benedetto 1984 (£3.45). Grown on the Lom-

bardy-Veneto border at the foot of Lake Garda, Lugana can be one of Italy's better white wines. This has full flavour, not a lot of aroma, but an interesting

individuality. Chablis 1983 Premier Cru (£4.75). Which of the 10 or so Chablis premiers crus will depend on availability. This one was Fourchaume and had the true, dry flavour of good Chablis. Was there a whist of

sulphur? St. Vérau, Domaine Mondange 1983 (£3.45). This close relative of Pouily-Fruissé often can be rather dumb and dull, but this one has a very clean, fresh bouquet and a real Chardonnay grape character. Good value,

IN LAST Saturday's Arsenal programme manager Don Howe wrote: "What I'd like is a

utility player who can do a

good job in a number of posi-tions. That gives you a lot more

scoring goals, or creating oppor-

me middle of the backline with

stability, who are vital.
Arsenal, of course, already

has been knocked out of the

Gunners last Saturday as they

struggled to beat a limited,

though fit and enthusiastic,

Coventry, I gained the impres-.

sion that Howe, unlike most

managers, might already have

the biggest high-quality squads

in the country; certainly, one

of the most expensive. But

with more than half the season

gone, he does not appear to have

effective combination.

At Highbury, he has one of

rather too many options.

Although easy to understand dropped Woodcock and his wish—for a high-class utility Nicholas, who each fall into

player, like Paul Maddeley used the £500,000-plus category, for to be for Leeds United, is an the League match against the

enormous asset-it really is the Midlanders. This was an intrig-

specialists who make a side out- uing decision because both

standing. It is those footballers depend so much on the supply who possess a special talent like provided by their colleagues.

tunities from nothing, or cross much of his time running off the install precision, or providing ball. If it fails to arrive or,

Milk Cup by second-division Ox-ford, and the F.A. Cup by third-as a fluid 442, with Meade and

division York. And watching the Mariner up front; a mobile,

made up his mind about either introduced some new ideas and

options as a manager."

Corton Charlemagne 1982 (£13.95), Unusually pale in

colour, this rather lacks bouquet and has a closed-up taste. For the appellation it is not expensive, but will it develop or suffer from a shortage of acidity?

Riesling Reserve Personnelle 1979 (£5.75). This Hugel wine and flavour, with an attractive slight spritz. An excellent example of a fine Alsace wine at a moderate price for the -quality. •

Vouvray Ch. des Bidaudières Pauillac nose, is very attractive 1983 (£3.25). With a fruity for current drinking. nose, and well-balanced flavour Les Forts de Latour 1977 it really is medium-dry as described and not, as so often, medium-sweet in taste. An attractive wine.

Ockfener Geisberg Riesling Spätiese 1982 (£3.75). From a not-very-good vintage, this Saar wine from the reputable firm of Gebert is sweetish but crisp, with good acidity. Coteaux du Layen. Dom. de

la Souchérie 1982 (£2.79). A really sweet wine, but with good balance of acidity and, like many Layon wines, excellent

RED WINES Côtes du Rhône, Ch. La Borle 1983 (£2.79). Deep in colour, this is a young wine with a distinct bite but typical and already easy drinking.

Too many options for Arsenal?

SOCCER

TREVOR BALLEY

After the York disaster, he

Woodcock, especially, spends

worse, arrives at the wrong

moment, it is not only disheart-

ening but makes him ineffective.

rather obvious midfield quartet

in which Allinson operated on

the left flank while Robson.

restored to the right-hand side.

looked far better than the

newly-acquired Williams, who

has yet to settle down; and a

They won the match after

Nicholas had been brought on

as substitute and playing just

behind the two lead forwards,

his strongest side, or his most individual skill to the scene, be anything more than an effective combination.

In style, Nicholas is not dis-

under pressure.

back four inclined to panic often leads to bunching.

For the first half the Gunners

(£5.25). Very brown in colour, vintage for a village wine. For

Ch. Mir Fleurs 1982 (£5.45 Mediummagnum). coloured, this fairly light but stil tannic wine has authentic flavour of real claret and is for those who share the common French taste for drinking their red Bordeaux young exudes a lovely Riesling aroma and gutsy; even in magnums. Ch. Grand-Puy-Ducasse 1979

(£7.25). This 5th-growth Pauillac has often made disapopinting wine: but this lightcoloured claret, with a "classy"

(£8.75). If not exactly sows' ears, one cannot expect to make silk purses out of the 1977 claret vintage. Already brown, this has a distinctive bouquet; but the flavour in that poorweather year is green ad unripe. But of interest for those who would like to taste Ch. Latour's second wine at a fair price. Rioja Vina Ardanza 1976 (£3.75). Very brown in colour and very oaky in taste, an attractive, easy-to-drink Rioja

at the peak of its life for current d inking. Quinta da Bacalhoa 1982 (£3.45). Pertuguese table wines tend to be tough but this one, oaky on the nose and palate, is much more engaging than most and would go well with spicy

Charlie Nicholas

similar to a young Dalgleish

but he has never been as effec-

tive as expected at Highbury.

Could this be because he has

lacked one strong centre-

For although playing behind

two front-runners can work, it

table and, therefore, theoreti-

cally, still in contention for the

League championship; but

nothing in its win over Coven-

try suggested that this would

Arsenal is near the top of the

forward off whom to feed?



Thomas chuffs in

SMALL BOYS aged 7 to 107 Hobbies which made its reputation with models of trains like the Golden Arrow has brought out a locomotive with the unlikely name of Thomas the Tank Engine. -

the latest in a line of new toys introduced by Hornby in the last two years, in response to plummeting sales in its tradi-tional model trains.

While the company's greyhaired fans had stayed loyal,

Dunbee Combex Marx in 1980

year after two years of heavy losses. This year Ness hopes for good profits. He believes that there has been a swing back to traditional toys, which can only benefit Hornby. And he is sure that it will not just be the children who end up playing with Thomas the Tank Engine. I've made a layout for my boys



Thomas, and his friends Percy the Saddle Tank Engine and carriages Anne and Clarabel are Hornby's attempt to profit from the popularity of a series of children's television pro-grammes, based on books by the Rev T. Awdry.

Thomas and company will run Hornby's classic models. While dads and grandads may not like like it, Hornby is convinced that today's youngsters will. Thomas the Tank Engine is

younger enthusiasts had gone for electronic games instead. Having survived the collapse of

with the help of City financial backers, in 1982 Hornby was again in trouble. The company cut staff from over 1,000 to about 300 and began looking around for new toys to win children back. Along came a "Postman Pat" train-set for toddlers, a Scalex-

tric car in Spiderman livery, and even flower-arranging kits for children. But Hornby's real hit were flower fairies—small dolls which won the National Association of Toy Retailers' prize for the Best New Girls' Toy for 1984. With the help of the flower fairies, Hornby broke even last

"It's a super executive toy. and I show it to friends who

come to dinner."

Canes for candy and collectors

June Field reads about walking sticks with a difference

LOUIS XIII had a little box in the handle of his cane for his favourite sugar-coated candy, Toulouse-Lautrec concealed the then-forbidden absinthe in his "tippling" cane, and Honoré de Balzac kept a portrait of his wife tucked into the top of his walking stick. This was in the days when both men and women "wore" canes as an indispensible part

of their outfit. There were canes with purses, glove - holders, hand - warmers (incorporating a little brazier filled with burning charcoal), toilet kits (everything from smelling salts to a tube of moustache wax), and canes with games, even musical

instruments. Particularly practical were a tailor's ebony measuring cane with eight studded sides for taking four different measures. the French chalk stored inside the ivory handle, and a shoemaker's size-stick with two on the same 00-gauge tracks as little fold-away sliding arms to grip the foot.

There were canes that could be broken down and reassembled as seats (a John fairs at Harrogate and at Earl's Court, Keith Ness, managing director, said: "The results so far are unbelievable."

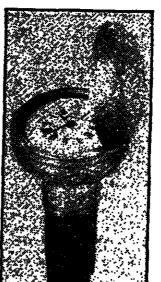
Thomas the Tolerage and the annual toy fairs at Harrogate and at Earl's in England in 1813); there were canes that doubled as fishing rods (a Canadian version contained alarmic trained as seats (a John Thackray filed the first patent in England in 1813); there were canes that doubled as fishing rods (a Canadian version contained alarmic trained alarmic traine tained electric batteries for heating the ferrule to melt a hole in the ice wide enough to put in the rod); and canes fitted with eel spears, butterfly nets and hunting knives.

And, of course, canes that doubled as weapons, from bludgeons to swordsticks and firearms. Lord Byron carried a sword-cane on his travels to Switzerland, mainly to draw the eye away from his disability. Describing his arrival, Mary Shelley referred to "the English Milord trailing his swordstick (when) he swaggered into the hotel with the swinging gait that least betrayed his lame-

The first definitive reference hearer £500. work (and likely to bet he only one, it is so detailed) is Catherine Dike's Cane Curiosa -From Gun to Gadget First published in French, a version in English has just been pro- more likely to turn up at duced. (£45 in Great Britain, auction. from Cane Curiosa, 11 Connaught Place, London, W2.

American-born Catherin Dike, an avid collector, now living in Switzerland, has catalogued and illustrated nearly 2,000 canes in this impressive, monumental work, that no enthusiast, can afford to be without. It records an astonishing array, whether a basic walking stick or a sophisticated gadet. One extraordinary cane featured has three spring-loaded hooks in the tip: it was made by a thief to snatch women's handbags.

The author warns against Stefan Wagstyl fake canes that often have a



Cane Curiosa . . . a watch in a walking stick

long brass tube container set into a shorter shaft: "This is easier than carving out a cavity. cane must feel good to the hand, with no ridge or difference between the handle. the band (or ring), and the shaft." The cane must also be well-balanced.

Quality is important, too. An ivory handle should never have a nickel-plated band; a precious wood should have a silver or gold band, and a fine horn

There is a thriving international group of cane collectors and Michael German, 38b, Kensington Church Street, London, W8, has customers from Europe, the U.S. and Scandinavia. One buys anything in whalebone, another concentrates on one of a kind. "He is on to snails and slugs now, which is somewhat difficult," admits

He advises beginners to start with somtthing simple such as "everyday" or country canes between £30 and £60, perhaps less, and work up to more elaborate sticks with ivory or silver tops at £150 to £350. Sticks with "system" cases that is, comparements for food and drinking utensils, smoking accessories, pens and pencils and so on—often can be bought for £80 to £100.

Fishing rods and sticks with horses' heads are in a similar bracket, but " watch " sticks and those with magnifying, quizzing or opera glasses, telescopes and so on, are less common and A rare signed Fabergé stick

with a telescope pencil and jewelled handle could be anything up to £2,000 or more, and is the sort of elaborate item

Cambridge, where comparisons count

I WENT to lunch in the City recently, a risky thing to do at this time of year for an admissions tutor of a Cambridge col-

No sooner had we settled at the table when the subject turned to admissions. Was it true that we were biased against the public schools? What was this new system that we had introduced, and, of course, how hard was it to get in these days?

There is one aspect of getting into Cambridge which readers of this newspaper will readily understand. Admissions operate exactly like any spe-cialist market in the City but without jobbers. The sellers and buyers are too numerous to have oversight of the whole market until dealings close at the end of January each year, and the buyers, the coleges, have no control over the num-ber of candidates who put them first nor over the subjects such candidates elect to

read, A few trends are obvious. Newnham and New Hall no longer have a choice among all female candidates because men's colleges compete for good female candidates and Girton has itself become co-residential. It is clearly, therefore, easier to get into the women's coleges than it would have been 10 years ago. Other than that, colleges can face very large fluctuations in number and direction of candidates within an overall pool of applicants which has not changed at

My college, Trinity Hall, has had lengthy debates in its governing body-we are a very democratic college-on admissions policy. Many other Cambridge colleges have had them

Our position is apparently simple: we select the "best" candidates from among those who apply to use. "Best" is a tricky word and not easy to apply in practice. Is the best candidate one who has very fine qualifications of a narrow kind but no outside interests nor much to contribute to the life of the community? Fortunately for the 100-plus

we admit each year about 80 select themselves. It is in general true of Cambridge admissions that to him or her that hath much shall be given. I recall as not untypical the young engineer with 11 As at O level, experience with a professional football club as an

EDUCATION

apprentice, fluent Italian and

a delightful personality. We admit one or two candidates a year to read music but more than 30 of the non-musicians will have got Grade 5 or higher on an instrument (or in some cases two) in Associated Board examination. Such candidates earn places by their records, by their performances in public examinations, by reports from school which speak of them as "the best we have had" and by impressive inter-

The admissions committee strains and agonises over the last 20 places. Our system is again until all members of the admissions committee feel that Miss X in natural sciences is candidate in modern languages. Public schools and direct grant schools now fee-paying. account for 48.7 per cent of successful candidates admitted to Cambridge in 1983, the last year for which full figures have been published. These schools account for a far higher share of admissions than their numbers would indicate on a basis of strict proportionality.

Are these candidates "hetter" than those from comprehensive schools? In the case of the \$0 who select themselves, we pay little or no attention to school or any other issue, such as a

The issue becomes more acute with the last candidates. How does one say if the tbility of a plumber's son from a Cheshire VIth Form college is greater than that of a broker's son from a major public school? My own view is that we are not here to right the wrongs of society but that some allowance must be made for the disadvantages of the one and the advantages

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Saturday February 9 1985

Familiar but unreassuring

THE PAST week has been com-forting in only one sense: the unpleasant and worrying things which happened — or were said were part of such a familiar pattern that they were almost reassuring. The dollar soared to yet another peak on its tradeweighted index: disturbing for European governments hoping to breathe life into their economies by cutting interest rates, but hardly surprising. A week in which the dollar does not hit a new high against some currency is becoming almost an addity. The same might be said of a week in which European the reluctance of the U.S. to support concerted intervention in the increasingly creatic foreign exchange markets. This week, it was the turn of West German officials to complain about the U.S. attitude - at the management symposium in

It is also becoming increasingly likely that in any given week somewhere in the world. at some lunch or forum, a senior banker or finance minister will denounce the growing momentum of protectionism. This week, therefore, It was unsurprising and only faintly reassuring to hear M Jacque de Larosiere, managing director of the International Monetary Fund, take up the M de Larosiere was quite right to argue that, unless the tide of protectionism can he halted the fabric of the global economic system will be imperilled. But the frequency with which this subject is now tackled served to underline how far the international economic order has moved from the free trade which fueled worldwide growth in the 1950s and 1960s.

enlived only by the news that things which might have haprened did not. Tentative hopes that bank base rates might retreat from their pinnacle of 14 per cent were dashed as the Treasury sought to convince the markets that this time it really was determined to control the ano iaini expectations that the seemingly interminable 11-month miners' strike might reach a clean conclusion were similarly dashed by the extraordinary selfconfidence of Mr Arthur Scar-

However, if there was one place this week where events were comforting only because of their familiarity, it was Capitol Hill. European finance ministers cannot help but he disappointed, even if they are Ronald Reagan's refusal, once again, to contemplate any dollar might achieve a soft land-serious measures to reduce ing from its present vertiginous either the U.S. budget or ex- height would disappear.

already-if the rather unreliable trade and capital account statis-tics are to be believed—a net debtor to its trading partners. And the rate at which the cur rent account deficit is widening means that within a couple of world's biggest debtor.

It would be wrong to exaggerate the dangers inherent in the ever-widening U.S. budget trade deficits: the budget deficit is still manageable as a fraction of GDP and the U.S.'s foreign debt is not as alarming as it sounds because it is denominated in dollars. The U.S. can always meet its ltabilities by resorting to the printing presses, even if this would spark off another bout of worldwide inflation. Nonetheless, from the point of view of the international community, the U.S. imbalance. In the light of this, the sight this week of assembled congressmen giving President basking in his warm rhetoric about a "second American revolution " was not comforting,

It is possible that President Reagan's new Keynesianism— his belief that the economy will grow out of deficit-will yet be validated. However, the more cautious international financial community is likely to be more impressed by the worries expressed by Mr Rudolph Penner, the director of the Congressional Budget Office. Mr Permer warns that in the event of a U.S. recession later this decade -which, given the regularity of business cycles must be highly probable—the budget deficit could rise to \$400bn. The implications for interest rates need no spelling out. In fact, a defict In the UK, the week has been of this size would probably nlived only by the news that never emerge—if the U.S. tried in double its demands for the world's savings, something would snap first with unpleasant repercussions for the inter-

Even Mr Penner's prognostications are not quite as depressing as another development this week. This was the latest indication that the U.S. Federal Reserve's cherished independence may be under threat. With the prospect of huge hudget deficits for years to come, it is not surprising that the White House is secking firmer control of the nation's printing presses. Yet any attempt by the Administration to deflect the Fed from its stern anti-inflation stance is almost hound to prove disastrous. If confidence in U.S. ppointed, even if they are monetary policy were to evapo-surprised, by President rate, as it did under President Jimmy Carter, any hope that the

national economy.

SCOTCH WHISKY'S PROBLEMS

The image men get to work

By Lisa Wood

1983 DISTRIBUTION

THERE IS so much Scotch whisky maturing in Scotland today that if the industry stopped all production in its distilleries tomorrow, it would take more than a year to bring the surplus of supplies into line with forecasts for world-wide demand in the next few years. Such a development is, of course, out of the question, but

the recent announcement by the Distillers Company (DCL)-the world's largest whisky producer —that it is to mothball 10 of its 34 malt distillers dramatically illustrates the industry's problems.
"It would take a bold man

to say no more distilleries will close in 1985. Each individual company has to take its own riew," says Mr Denald Mac-kinlay chairman of the Scotch Whisky Association's Informa-

But there are indications, like the 1.5 per cent upturn in exports last year, that give the industry some optimism about its long-term future in a market which grows more competitive by the year. The industry has certainly woken up to the fact that it has to market its products more aggressively but it has yet to prove that it knows how. Indeed, this is the major challenge now facing the industry over the next five years. For the past five years the industry has been burdened by a very high level of stocks. These are laid down to mature over a five to six-year production cycle. Warehouses, now piled high with enough matur-ing whisky to last around eight years, bear witness to the fact that errors-often unavoidable -in forecasting demand in five years time cannot be rectified

overnight. For in 1978, with world-wide sales at a peak and a hunyant domestic market, the industry laid down stocks in anticipation

The burden of a very high level of stocks

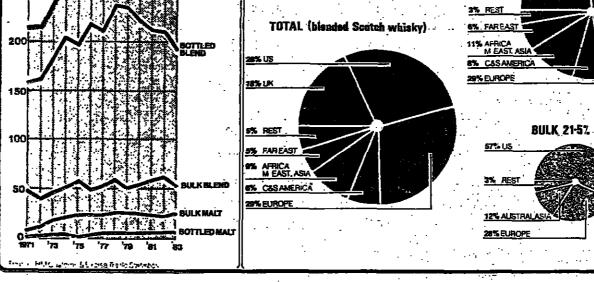
of annual growth in consumption of up to 8 per cent. Then the recession hit. World wide consumption tumbled and is now 15 per cent helow 1978 figures. Demand in the import-

ant U.S. market, accounting for 28 per cent of sales in 1983, fell and 1983. The reasons for the decline

include: A major shift in drinking habits in countries such as the U.S., with the health-conscious switching to "lighter" drinks like wine. Consumption of table wine in the U.S. has grown by 48 per cent in the past five

vears. Skilful marketing of rival drinks as versatile "mixer" drinks and increased female interest in cocktails.

 The imposition of import tariffs, particularly in Latin American countries where ecopomic crises have produced a surplus," says a senior member said



scarcity of fereign exchange. In Brazil, for example, duty per bottle of Scotch is now around £9.53 compared with 96p on local whisky. Even within the EEC, four out of eight of the UK's partners have some form of discrimination.

WORLD

SALES

 The growth in commodity. low-status local whiskies and low-strength cut-price labels such as Black Willie in France, where it is estimated 10 per cent of all whisky is French

The industry which includes the giant DCL several subsidiaries of UK brewing groups and a number of family-owned busi-nesses, began slowly and pain-fully to cull its production in

Some 16 distilleries closed between 1980 and 1984. Shorttime production was introduced into the rest and some 7,500 iobs, out of a total of 25,500, were lost. While the majority were in bottling plants, the impact of the closures was magnified by the fact that many were in isolated Highland communities with little alternative employment.

Company profits fell, with DCL, for example, claiming to dress \$30m in lost sales in the financial year to March 1984 America. One company, Toma-tin Distillers, the largest independent distiller of malt whisky, went into liquidation at Christ-

Over-capacity encouraged notably Canadian-owned distillers such as Hiram Walker and Seagrani. to step up the syphoning-off of bulk malts to overseas markets as an ingredient of locallyproduced whiskies. Some critics argue that in the longer term this is tautamount to cutting the industry's own throat, But the industry will not be drawn. "At least it gets rid of the

of the Scotch Whisky Associa- harmonisation in the EEC, a

tion.

The announcement this year of the mothballing of DCL's 10 malt distilleries has persuaded City analysts that supply is now moving more in line with demand. For such is the size of DCL accounting for about 35 per cent of the world Scotch whisky market, that it has a major impact upon the whole

It is a confidence shared by Mr John Connell, chairman of DCL. "We have gone as far as it is necessary in order to

He rejected suggestions that

it has taken his group a long time to reach such an equilib-

rium. "Closing distilleries is not

something we do lightly," he

said. "Neither can one look at the market with any great

certainty over a long time span

despite the fact that we revise

three to four-year forecasts:

Mr Counell's group was party.

to a recent Nedo working party

report on whisky which made several recommendations for future action. "It is difficult to

pinpoint one recommendation as

more important than another."

Mr Connell

every four months."

reduction of tariff barriers and definition of a minimum alcoholstrength are all important," he added. "But if i was asked the question on Desert Island Discs I'd say marketing is the crucial

WHISKY: THE VITAL STATISTICS

Marketing is certainly the a romantic Scots landscape with new buzz word in the industry. the copy "Glenfiddich: Le boire Not that companies such as est un art." Marketing is certainly the DCL lack strong identities for known drink brand in the world after Coc. Cola.

"The problem is that we have reduce the level of current pro- not given the post-war drinker

Son—a private family-owned company. "We as an industry

have not promoted Scotch as the

hand-crafted product, but rather

of different usages for the

William Grant, in fact, has pioneered the Scotch malt

whisky market with its Glen-

fiddich, first marketed in the

early 1970s. Before then malt

was the preserve of the High-land drinker. Today while only

accounting for some 2 per cent of the market, with Glenfiddich the market leader, sales have

grown steadily as other categories of the drink have

petrol as a transport fuel. In

'The next few years are

critical. It is not good enough

to think that as the recession

ends, markets will bounce back'

"Tax slumped.

"If whisky is going to adapt their brands—Johnnie Walker itself to new markets it has got is probably the second-best to be more than just a commodity," says Mr Bridle, one of a new breed of marketing men

in an industry where the jargon of the late 20th-century often rests uneasy among the elders. In a very different way, DCL is at pains to reestablish the prestige of drinking Scotch with its new international advertising

green and gold liveried brand is depicted alongside a distinguished Japanese artist.

In France the bottle rests upon

BOTTLED 78-6%

campaign for Johnnie Walker.
There are no kilts or sporrans
here. Rather, glamorous,
relaxed young people in
"aspirational social occasions"
such as ski-slopes and alongside the pool, sip Scotch with un-obtrusively placed bottles of soft drinks, such as Coca Cola, hint-ing that the drink can be mixed. trade to think of other ways of duction required to bring a reason to drink Scotch." said stocks down to levels commen. Mr. John, Bridle, marketing surate with sales forecasts," he director of William Grant and

presenting the drinking of Scotch," said Tony Oscroft, marketing director of Johnnie Walker whose Red Label brand accounts for 20 per cent of all bottled in Scotland" whisky

as a commodity and neither have we established a number The image of the middle-aged "hard drinker" still lingers on and there is a reluctance among fiercely independent companies to launch full-blown generic campaigns that could, for ex-ample, inform the female drinker that a standard tot of drinker that a standard tot of He is carefully cautious about whisky has less calories than a the future. "We will not quickly 11-degree volume glass of white wine. Industry-financed campaigns, organised by the Scotch Whisky Association in Japan and the U.S. have lacked the punch of those organised by the French Cognac industry.

First Nat. Fin. Corp.... 15 %

First Nat. Secs. Lid.... 141%

Improved marketing is of particular importance in the U.S. at the moment where a combination of imminent new Federal taxes on spirits and the anti-drink lobby could adversely affect any recovery. Control over marketing there, however. has been strengthened by com-panies such as Arthur Bell and Son DCL and Highland Distil-leries acquiring their own im-porting companies.

For many other drinks, companies market share has been bolstered by innovation. But there is no Scotch whisky equivalent of Bailey's Irish Cream, developed by Grand Metropolitan although DCL rather awkwardly admits it has a new team working in the area.

There are whisky-based mixed drinks but they have come in the main from non-whisky companies such as James Burroughs. Building on the experience of its Beefeater Double ence of its Beereater Double Gin and tonic, it has just launched a whisky and ginger ale and whisky and lemonade mixed drink with the picnic, sporting and cinema consumer in mind.

"The message is beginning to get through in the industry that the image of Scotch has got to be brighter," said Mr Alan Gray, of Glasgow-based stockbrokers, Campbell Neil. "But it is haptising of Glenfiddich attaches it-self to very differing lifestyles and aspirations. In Japan the pening very slowly."

He points out that in Britain, where whisky still accounts for just under 50 per cent of the siling spirits market, the total the scotch industry spent on advertising was around £9m last year, and a disproportionate amount of this was on single malts. In comparison, the brandy, liquers and bitters sectors, taking some 15 per cent of the market, spent the same amount, according to MEAL, the consumer and media expenditure monitoring group.

"The next few years," said Mr Gray, "are critical. It is not good enough to think that as the

No equivalent yet to Bailev's Irish Cream

recession ends, markets will bounce back and, with the removal of scorpius capacity, profit margins will improve. It will be a long haul. But it must play to its that potential and perhaps combine the traditional strengths of the product with modern marketing techniques." A crucial step in achieving change is the recognition that it is needed. Mr Donald Mackinlay, of the Scotch Whisky Association, a rather dry Scot said: "Perhaps the industry has been too traditional. Too many

stand the product." increase exports. It will be a long slow build back. It is unlikely that all those distil-leries that have closed will open again. I would not like to a guess when somebdy will build a new distillery."

people dut there do not under-

changes

any pensions-lax changes the Chancellor may announce in the Rudget are likely to be retro- tracts," effectively pure insurspective (in part, or least) ance contracts (providing term because otherwise the tax yield assurance, etc.) do not lead to would not be worth the effort. years for the measures to fully reason why such premiums to bite," and/or the pension should benefit from the funds actuaries would find funds' actuaries would find it almost unpossible to work out all the right figures. Recause of this, he reasons, it could even turn out to be disadvantageous to start a new pension-plan (or "top-up" an existing one) before the Budget. I disagree. There are several ways whereby the Chancellor could follow

the precedent of last year's Rudget, and announce pen-sions tax changes that would enly concern plans started from then onwards, while leaving all effected by his proposals. Here are some possibilities: Announce that, after tax year tion of pensions (February 5) 1985-86 onwards, there would promotes the idea of a tax on no longer he the privilege of carrying-forward unused relief

gav. an investor's income for 1985-86 was not quite high enough to "cover" his premium contributions, any unused relief from 1984-85 [only] could be "reckoned-in." Reintroduce an overall upper limit for contributions. Perhaps | investments. £5.250 a year would be chosen | outputs are ay relief for contributions up to 17; per cent total income.

year only may be chosen-if.

taken out in the form of a tax-

Possible pension ! advised, at the start, what their eventual "options" would be. Abolish tax relief for pre-

miums paid under "Section 226A " contracts. Tax relief for From Mr L. Braden
Sir.—Clive Wolman (February 2) effectively argues that returned to investors as taxable nensions) must of course, be preserved. But taxable income in anyone's since all other such policies lost their tax relief last year.

The Chancellor could make any, or all, of the foregoing changes without upsetting existing. pension-plan-contributors. or the "pension-industry," Lionel W. Braden.

Chiquell, Esser.

Doubly taxed

From Mr H. Turrall-Clarke Sir.-Your leader on the taxalump sums at retirement and pension funds' investment for up to six years. Perhaps one returns. This displays a substantial misconception of the financing and taxing of pension

The financial inputs to a scheme are the contributions paid by the members and the company and investment income and capital gains arising from investments. The financial outputs are pensions to members and beneficiaries and lump sums on death and retirement. out if "total income" exceeded | element (pensions) is subject £30,000, the maximum allowate to tax. This is one of the finance of £5,250 would take cial outputs. It may therefore be "logical," though not necessarily desirable, to tax

Letters to the Editor

create an anomaly between the creasingly, motherhood is the tax treatments of the two forms option that is not being chosen.

of input.

The lack of investment in pre-

where the inputs are from taxed income and partially taxed investment returns but all outputs. (i.e., policy proceeds) are tax in other words tax is only levied once These are precisely the forms of anomaly that the Chancellor

should be seeking to avoid. Hugh Turrall-Clarke, Towers, Perrin. Forster and Crosby, 110, Jermyn Street, SW1

Fenalties of

motherhood From Mrs K. Clifton

Sir. — Lombard's article (January 31) on the "Penalties of Motherhood" (why not parenthood") and in particular its last paragraph deserves a wider andiomathematical. wider audience than it is likely to get. On the same day my health visitor, visiting my two year old daughter, remarked that I was lucky to be able to find part-time work and the fact that I could not afford full time work and a minder was of course a of life and I should be content with my £2,000 a rear from part-time earnings even though my baby minder will get a third of that.

Having worked as an executive secretary for most of my late what percentage of a other financial outputs (lump 12 years of married life (this not required for open-ended "retirement fund" can be sums). would distort your executive On the other hand, the tax- life style statistics in last

There would also be an school age child care or tax anomal; with alternative forms reliefs for such care will lead of saving such as life assurance, to an ageing population, with the problems that will entail.

(Mrs) K. Clifton. Deepdene, Ockham Road North, W. Horsley, Surrey.

Business expansion scheme

From the Client Investment
Director, Midland and Northern
Sir.—I am writing to you having read the article "BES funds
hope for a warmer response"

on February 2.
I can only speak for our scheme, the Centreway business expansion scheme, but the comment "... not approved by the Department of Trade" is factually incorrect. The majority of the funds placed with us for investment are the result of introduction and recommenda-tion by professional advisers such as accountants and stock brokers; the approval of the Department of Trade is thus necessary in order that the detailed memorandum inviting investment in the scheme may be ment to this effect is contained in the memorandum. I assume the article meant to refer to Inland Revenue approval, which is necessary for unauthorised unit trust type schemes but is

schemes. On the subject of charges,

higher fees to companies may 10 itself, discriminates against some attractive companies" overlooks the point that fact. figures show that the the larger part of this fee will return on Derv is higher in be reflected in the subscription | France than in the UK price paid for the shares. The tax efficiency of this charge vestors and their advisers.

The article in question did little to explain the relative merits, of the "open-ended" scheme: the tax efficient charging structure, the facility to invest nearer the tax year end with the expectation of full in-vestment. the advantage of direct shareholdings rather than through nominees, etc. Since the label "non-approved schemes" at best lends itself to misinterpretation those readers who take an interest in the business expansion scheme would perhaps value this ex-

David R. Emery. Birmingham

Motorists in for a shock From the Managing Director, Petrofina (UK).

Sir,-In his motoring article of February 2. Stuart Marshall calls for an explanation from off companies on the disparity between diesel fuel prices and petrol prices. I am willing to oblige and also to correct his main inaccuracies. Diesel is not a cheaper product to manufacture because, as a transport fuel. it has to be desulphurised and adjusted to

meet British Standards. In addition, in winter it needs to be mixed with kerosene to arnid "waxing".
htt recent weeks spot prices for gas oil have been \$10 per tonne more expensive than for motor, spirit-for example, 43

country.

As to the comparison with France, the 21 miles of sea simply means different excise free lump sum. Existing polione part of the input Saturday's FT) I have certainly quite correctly the article states
of sea of sea one part of the input Saturday's FT) I have certainly quite correctly the article states
of sea of sea of sea one part of the input Saturday's FT) I have certainly quite correctly the article states
of sea of sea

per cent-thereby nullitying the

slight excise advantage in this

A.B.N.

The above should indicate that nobody is being "ripped. structure fortunately has not off." The fact remains that refin-been lost on many BES in- ing distribution companies are still a long way from recovering their costs on an yproduct sold. While on this subject, it is worth pointing out a few facts

in relation to Derv and diesel engined private cars. The growth of those cars in the European market has been prompted solely by the fact that Derv is taxed lower than petrol. In a society as conscious of its environment as ours, it is ironic that Governments appear to promote, by their fiscal policies, the proliferation of two avoidable forms of pollution:

unburnt hydrocarbons and soot. In contrast. California (for instance) where "smog" — in Los Angeles in particular—has become almost endemic, recently passed a law which requires the severe limitation of particulate emissions from diesel engines by January 1. 1986. This will necessitate either the fitting of filters known as "soor incinerators" or electrostatic filters with soot

Both solutions will prove more expensive than the pro-vision of three-way catalysts for petrol engines and, incident ally, increase fuel consumption by up to 20 per cent.

recirculation and refiring capa-

It used to be said tongue in cheek, that, in terms of mass echnology, Europe was years behind the U.S. In this instance. it is surely safe to assume that our legislators will not be quite so tardy in following their Californian counterparts. The consumer who has gone

for a diesel engine based on fictitious cost comparisons with unleaded petroi alternatives will then face some nasty surprises.

BASE LEND	ING RATES
A.B.N. Bank 14 %	C. Hoare & Co
Allied Irish Bank 14 %	Hong Kong & Shanghai 14
Henry Ansbacher 14 %	Johnson Matthey Bkrs. 14
Amro Bank 14 %	
Armeo Trust Ltd 141%	Lleyds Bank 14
Associates Cap. Corp 14 %	Edward Manson & Co. 15
Banco de Bilbao 14 %	Meghraj & Sons Ltd 14
Bank Hapoalim 14 %	Midjand Bank 14
BCCI 14 %	■ Morgan Grenfell 14 c
Bank of Ireland 14 %	Mount Credit Corp. Ltd. 14
Bank of Cyprus 14 %	National Bk of Kuwait 14
Bank of India 14 %	National Girobank 14 9
Bank of Scotland 14 %	National Westminster 14
Banque Belge Ltd 14 %	Northern Bank Ltd 14 0
Barclays Bank14 %	Norwich Gen. Trust 14 9
Beneficial Prust Ltd 15 %	People's Tst. & Sv. Ltd. 15
Brit. Bank of Mid. East 14 %	Provincial Trust Ltd. 15 9
■ Brown Shipley 14 %	R. Raphael & Sons 14 9
CL Bank Nederland 14 %	P. S. Refson 14 9
Canada Permint Trust 14 %	Roxburghe Guarantee 1419
Cayzer Lift	Royal Bank of Scotland 14 9
Cedar Holdings 14. %	Royal Trust Co. Canada 14 9
Charterhouse Janhet 14 %	# J. Henry Schroder Wagg 14 9
Choulartons**	Standard Chartered 114 9
Choulartons** Citibank NA	Trade Dev. Bank 14 o
Citibank Savings 121%	TCB 14 9
Clydesdale Bank 14 %	Trustee Savings Bank 14 c
C. E. Coates & Co. Ltd. 14%	United Bank of Kuwait 14 q
Comm. Bk. N. East	United Mizrahi Bank 14 (
Consolidated Credits 14. %	Westpac Banking Corp 14 C
Co-operative Bank*14 %	Whiteaway Laidlaw 1419
The Cyprus Popular Br. 14 %	Williams & Glyn's 14 %
Dunbar & Co. Ltd 14 %	Wintrust Secs. Ltd. 14 c

" Jidly deposits 11%, 1 Fixed reta 12 months 12.500 11.75%. £10.000 12 months Robert Fleming & Co. 14 % 12.00%

* 17

Robert Fraser & Pins 141% dev deposits on sums of under £10,000 11%, £18,000 up to £50,000 Grindley's Bank 2114 66 220, 250,000 and over 171%. Hambros Bank 2 2 by 8 11-day deposits over \$1,000 12. 2

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SIR MICHAEL ON THE OFFENSIVE

Two knights joust for Dunlop

By John Makinson

YESTERDAY MORNING at 10 they stand to benefit fully from Sir Michael and the two men o'clock, the shareholders of Dunlop were able for the first time to inspect perhaps their company's most valuable asset, acquired after lengthy negotiation and for a controversial sum only three months ago. Sir Michael Edwardes, Dunlop's chairman and the acquisition in question, believes there is plenty of value in the group's more tangible assets. Yet it must have been painfully clear to almost everyone at yesterday's share-holders' meeting that, but for Sir Michael and his reputation, Dunlop's defence against, the hostile takeover mounted by BTR would already lie in ruins.

There is: after all; precious little else in the Dunlop arsenal. The company's record over the past decade has been nothing short of disastrous and its net assets amount, give or take a few million, to zero. In a group which as been as conspicuously overmanned as Dunlop, the can scarcely advance conventional arguments about the protection of employees, while any appeal to the loyalty of Dunlop share-holders would be received at best with grim irony.

By contrast, BTR, the industrial holding company headed by Sir Owen Green, can point to a remarkable history of earnings and dividend growth, a proved ability to turn flagging companies into healthy profit and a City reputation for management excellence which knows few, if any, equals. On paper, at least, it looks no

That, however, is not how Sir Michael sees it. He positively relishes playing David to Sir Owen's gollath and has already secured several palpable hits. Yesterday he managed to neutralise BTR's holding of Dunlop preference shares, which had threatened to block the capital reconstruction on which an independent Dunlop depends and to give himself more breathing space by adjourning the company's extra-

ordinary general meeting. Sir Michael's case is straightforward: if shareholders accept the BTR offer, they will end up with 1 per cent of a huge indus-

The SHA ARIST LEVY

earnings.
"Our shareholders," he says have been incredibly loyal during the bad times and we would like them to have 100 per cent of the recovery-potential that we see in front of us. BTR definitely needs Dunlop but I don't think Dunlop shareholders want't per cent of the resultant

company, or two or three."
Whether Sir Michael succeeds in putting that message across will depend on how the City institutions, and Dunlop's army of small share-holders, perceive his qualities as a manager. In terms of style, at least, the contrast with Sir-Owen could scarcely be greater which the low-profile Sir Owen does not figure, lists a string of public and corporate accomplishments. Sir Michael has at one time or another, been chairman of BL. Chloride. Mercury Communications and

His period at BL brought both public recognition and the managers. Sir Michael's deter-mined stand on industrial relations gave his counterparts in other companies greater confidence in their handling of trade poions. In a recent survey of business managers, he emerged as one of the most admired industrialists in the country.

would produce a rather differ- of Dunlop's activities. ent result. No one doubts Sir Michael's fighting spirit or his lop which BTR cannot, Sir flair for marketing and public Michael is careful not to some of Dunlop's biggest shareholders, his reputation is not fully matched by his commercial achievements. The institutions remember him for leaving Chloride to join BL shortly before the battery-maker plunged into loss.

Whether Sir Michael can be held directly responsible for Chloride's problems is a moot point — the battery market is, destroyed Dunlop. Some critics argue that he has changed jobs too often in the past four years with 1 per cent of a huge indus- and he has recently been Authority has been delegated frial conglomerate; by staying involved in a controversy over to seven product groups, each

anticipated recovery in who followed him from ICL to Dunlop were awarded as part of the reconstruction scheme. This is one subject which

touches a raw nerve in Dunlop's chairman: "I don't think it was a mistake to put our share options in at all; if 53 banks, whom I believe can look after themselves, come to me and make a proposition which I think is generous, the last thing I am going to do is turn. them down. And tell me one man in the country who would have said 'please, that's far too generous — keep it for your own dividends and shareholders'. We gave them up, not because of moral outrage or anything like that, but because we realised they had been used against us privately behind our backs and because we wanted to give our shareholders a clear-

Sir Owen Green, by contrast, is deliberately uncontroversial. He has worked with BTR since joining as an accountant in 1958 and, while he mixes easily in the City, he prefers to stay out of the limelight.

But the institutions have no eason to complain about the low profile; indeed their admiration for Sir Owen and his finan-cial controls knows few bounds. And in this particular deal. Sir Owen and his colleagues hold an extra trump card. They are familiar with the rubber industry which — together with A poll of City institutions carbon fibre - forms the core

Asked what he can offer Dun-

relations but, in the view of criticise Sir Owen and his team. "A lot of what we said to institutions in the first week was what Owen Green has said. Our broad approach is likely to be similar to BTR's. The difference is that Dunlop would

digested Tilling." And that team has already gone to work, implementing after all, almost as depressed as changes which Sir Owen could the tyre market which virtually only applaud. Central managechanges which Sir Owen could ment has moved out of the old head office into premises at least as Spartan as BTR's. to seven product groups, each with the existing management the share option scheme which with its own chief executive.



Sir Michael Edwardes; several palpable hits

"The previous management," Sir Michael says, "centralised things on Dunlop House, we changed that drastically within a week of coming in."

Having established a struc ture for Dunlop, Sir Michael says his immediate task is "to see where best to get costs down and margins up.

Not surprisingly, Sir Michael is confident that a recapitalised Dunlop, shorn of the ruinous European tyre-making operations, has a profitable future While none too specific about his plans, he clearly envisages further divestments. It would be surprising, for example, if Dualog held on to its U.S. tyre interests for long under Sir Michael's stewardship. At the end of the day, he believes Dunlop will be making decent be part of a very large con- returns on a sales base of £1bn glomerate. which has just or less The company he says. has damned good brand names and a lot of technology. What it has lacked is confidence and credibility.

Sir Michael believes he can supply both; so does Sir Owen. The tragedy for Dunlop shareholders is that if they had been able to choose either of them five veris ago they would be a lot better off today.

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since everyone was nuts about Acorn. The high-flying company which makes the BBC Micro epitomised a new generation of youthful, innovative hightechnology companies that were springing up in the Cambridge

In five years the company hadgrown from nothing to one with sales of £93m. And the company had already begun to nurture other fledgling enterprises like IQ(Bio) and Torch which had been formed by some of the brightest young men to come-from-Cambridge

University. For Acorn's co-founders, Chris Curry and Herman Hauser—themselves both from Cambridge and still- youthful-the littering prizes were fame and a leading place in the list of Britain's wealthiest men, along with their former employer and friend Sir Clive Sinclair. As
Acorn's share price on the USM
soared to 193p Hauser was
worth £103m and Curry £83m
... on paper anyway.
The two dreamed of running

a major electronics company, but for now, at least, the dream has been shattered. On Wednesday afternoon the company suspended dealings in its shares at 28p having at one stage seen them reach 23p. Late that afternoon a terse company announcement said that on the previous Friday it had replaced its financial advisers Lazards and that Cazenove had resigned as stockbrokers. The only other comment was that the company was " actively taking steps" to reorganise its

affairs.
The crisis follows the recent appointment of Dr Alex Reid, a former British Telecom executive, as acting chief executive, the ending of the proposed takeover of Torch Computers, share price cuts on some models and a shake-up among its

distributors.

Since Wednesday, the company has gone into purdah with its new financial advisers Close Brothers, communicating only with its major suppliers which have become increasingly worried about slow payments. Acorn is now struggling to find a way out of a crisis of cash and of confidence. Curry and Hauser have been closeted in their large office which doubles as a board-room in a former water softening plant three miles from the

Most outsiders believe that there are probably only two viable options: substantial capital reconstruction or takeover by a larger company. Either way Hauser and Curry could lose control of their com-pany, something they would strongly oppose.
There is widespread praise

for Acorn's technological skills and the quality of its staff. But some critics suggest the business has lacked focus, is short of marketing skill, and has not Home computers



Chris Curry (left) and Herman Hauser.

Nightmare week for Acorn

By Jason Crisp

its dealers and distributors-or

Austrian-born tall, Hauser's main interest has been in the technical, research and development side of the company. The day-to-day running of Acorn has largely been the responsibility of Mr Curry who also has several outside interests ranging from politics (he stood as a Conservative candidate) to the fostering of new high-tech businesses in Cambridge. The university city can fairly

claim to be following in the footsteps of such high-technology "greenhouses" as those struing along Route 128 round Boston in Massachusetts. Acorn's problems are the most serious to have hit Cambridge and the USM (Acorn is the largest company in this market) and the speed with which its share price has fallen has shocked many small investors. Acorn has been driven by technology, and expects the

world to beat a path to its door. It grew complacent and coasted along because the BBC Micro sold itself," says one analyst. By contrast Sinclair Research, the rival home computer company, is seen to have strong entrepreneurial and marketing flair even if its products are not technically so sophisticated. And while both companies had similar sales and sub-contracted manufacture Sinclair employs about 80 and Acorn

nearly 500, many of them in research and development. Acorn's management is also unfavourably compared by City Britain's education market. The most precious asset.

Abbey National

always had enough concern for analysts to that of Applied Techniques fast-growing company in the much tougher market for business personal computers. Mr Bob Gilkes, chief executive ment, who has had close contacts in the past with Acorn says: "It is the same problem which faces many high technology companies. The people who start them have little effective management experience but tend to think they know a lot

because the company has taken off vertically." The latest problems seem likely: to result in important changes within the com-pany although few believe it can ever repeat its past meteoric growth. Mr Henry Kroch, chief executive of AB Electronics, one of Acorn's leading subcontractors, who has been in close touch with the company, said yesterday:
"There is a need for an injection of a much better commercial management. I find a great deal of commercial

ing before." Meanwhile Acorn faces a host of pressing problems. These include the prospect of a sharp fall in the UK home computer market and the expensive task of trying to break into the highly competitive and over-supplied business computer business computer

realism there now that was lack-

growth was founded on its BBC Micro launched four years ago linked to several television series and the Micro dominates

-computer, which accounts for the bulk of Acorn's revenues, is still_well regarded but it is beginning to look old, expensive and has limited memory which

restricts the sort of programs it can run.-Acorn's problem is that the BBC is still its only successful product. Only as the situation deteriorated last week did Acom admit it intended to pro-duce a new version of the BBC this year. Acorn's sales of the Electron, at £200 have been very

disappointing. Acorn has cut the price of the Electron and is thought to be losing money on it. But it needs to generate the cash and reduce high stocks. Once stocks have been sold, the present version of the Electron is likely to be discontinued.

The relative failure of the Electron together with the company's abortive and expensive foray into the U.S. market has undermined confidence in the group's ability to diversify. Even the "add-on" devices to expand the BBC Micro have been late, are cumbersome to use and have modest sales.

Acorn's biggest diversification is into business computers with the ABC range. Deliveries have begun to a limited number of dealers in small quantities. But the company has been slow to dealers which is vital for success as there are hundreds of products vying for space on their shelves.

Stockbrokers Wood MacKenzie now predict that Acorn will make a £3m loss in the current year compared with the £10.8m profit which it actually achieved in the 12 months to June 1984. Acorn's problems are likely to

have considerable repercussions. They will embarrass organisations like the BBC, the Industry and Education Departments which have supported it, and worry suppliers like A.B. Electronics, Ferranti, Race and Astec as well as many small companies around Cambridge.

The hitherto supreme confidence of the Cambridge's closeknit high technology fraternity is shaken. "It is possible that the multiplier effect Acorn had on the way up could be reversed on the way down. We're cer-tainly in for a period of in-stability," says Mr Peter Harris at Torch Computers. . Many people in the Cambridge

area bought shares in Acorn which is the largest employer Marshalls and Cambridge Instruments. But even as the price crashed local stockbrokers Charles Stanley report that a number of small investors are still insisting on buying Acorn shares. Often it is because they knew some of the talented young people who work there. That talent is currently Acorn's

Weekend Brief

Dodging nuts in Disneyland

HENRY DISNEY deals in small things. To be precise, in the genitalia of the parasites of ants. The locals on the island of Sulawesi in Indonesia have never seen anything like it. Henry will lie observing his insects for so long that the Macaque monkeys have taken to throwing nuts at him. But such sights are familiar to participants in the world's largest entomological expedi-

tion ever, which is now getting under way in a remote section of the tropical rain forest in north Sulawest. Grown men and women in World War II shorts run about with giant butterfly nets. A man into a pool. Not only the locals are baffled—the whole thing is a bit of a shock to several members of HM Forces, who last saw action in the Falklands and now find themselves providing logistical support and

back-up to the expedition. Corporal Al Maddison said

he first thought everyone was mad. "They told me not to swat the insects biting me, but check with someone first."

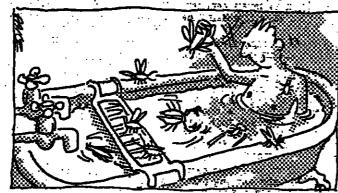
A dung beetle expert from to excrete in the jungle but asks them to point out the place on a map. He then times the arrival of his beetles and brings them back for sorting, usually just before lunch be-cause "they are at their most active in the mornings."

The expedition, organised by the Royal Entomological Society and named Project Wallace, honours Alfred Russel Wallace, who sailed the waters of the Indonesian archipelago back in the 1850s. For years rather under-rated as a scientist and explorer. Wallace now is seen as one of the originators, along Will Darwin, of modern evelu-

tionary ideas.

Members of the expedition are facing many of the difficulties that Wallace must have met. Owing to a lack of funds and a series of bureaucratic mix-ups, the first group arrived to find that its base camp building was still only a patch of parched earth. As a result, the Lt-Col, the professors, the two

equipment, including



Defence, was delayed by more did arrive - in three Argenlands—the Indonesian Customs they say. were rather overwhelmed.

A helpful man back at Supplies had put in a few gross of white combat overalls usually used on Nato exercises in northern Norway and one box, packed expertly, contained nothing but old newspapers ("for my butter-files, you know").

Museum, and several thousand there's an awful tot or purchasely lethal-looking insects collected about . . and rather a lot of sex, as well. It seems the insect world scarcely thinks of

than a month. When it finally graphy, "This grasshopper, for instance, has a copulation speed tinian containers from the Falk- of only two and a half seconds."

-The Blackiths put in eightrations" had somehow been listed as electrical equipment. A helpful man back as Companion of the part the wash place for everyone. Pass the soap, please" and "I do believe you're on my rock" echo along the jungle's

> Even here, there are insects to look at. An entomologist demonstrates how the aquatic cockroach always swims upstream. It promptly scuttles off,

Florrie, a stockily-built aircraft repair specialist who The equipment, including anything else. Dr Blackith and volunteered to be cook after the more than £250,000-worth on his wife. Ruth, from Trinity man from the Catering Corps loan from the Ministry of College, Dublin, describe much failed to arrive, dishes out

breakfast from a big wok, the only piece of kitchen equipment

Every evening, the entomologists give lectures, one, Peter Hammond: describes a piece of plastic tubing used to suck up any interesting insect that comes within range. He explains also that through the in-discreet use of his "pooter," he managed to catch a disease previously known only in trees.

At night, the rat traps are put out. The entomologists can't get enough rat meat for baif, which is hung to putrify in the jungle for days, Some mornings there are arguments as the scientists grapple for choice pieces.

The expedition hopes to find thousands, if not millions, of new species which could result in a wholesale expansion at the British Museum. It also hopes to carry out important medical and forestry research and produce the first detailed maps of the area.

Back in the 1850s, Wallace described what he found in Sulawesi: "Situated in the very midst of an archipelago and closely hemmed in on every side by islands teeming with varied forms of life, its production have yet a surprising amount of individuality which never seems to have acted elsewhere in exactly the same way." The locals, if no one else, would agree.

Opera rises from the ruins

The fabled Dresden opera house where Wagner's Flying Dutch-man and Tannhaeuser had premiers, along with Strauss's Rosenkavalier, has been resurrected from the gutted ruin left after the city was obliterated by two waves of American and British bombers on the night of February 13-14, 1945. It will be re-dedicated on February 13, Dresden's annual day of mourn-

The Opera House has been rebuilt at a cost of EM 250m (\$80m) by the Government of East Germany, which spares no cost when it comes to the performing arts. Only last year itunveiled the reconstructed Royal Theatre, in East Berlin, which was turned into a concert hall rivalling the Vienna Philharmonic's for intimacy.

The sumpluous five-tiered interior of the original Dresden. Opera House, built in 1870, has been recreated in glittering white, red and soft green, along with every detail of the late Italian Renaissance facade. Only the technical portions of the building are 20th century.

chuetz, that favourite of Ger- La Traviata will be as clearly that as the "Anglo-American man audiences which had its audible in the remotest corner terror attack."

premiere in the old house and was the last work to be pre-sented before it closed in 1944 wo years after Karl Boehm's departure for Vienna. Boehm served as general music director in Dresden for nine of what he called his "artistically most fruitful years."

Rosenkavalier will be the second opera in the rebuilt house on February 14 in a new production by one of East Germany's most brilliant opera Regisseurs, Joachim Herz. It had its premiere in Dresden in 1911 under Srnst von Schuch, the Austrian-born conductor, who led the house as its Intendant for 42 years and was largely responsible for its pre-eminence long before World War I. Richard Strauss idolised Schuch and said that, without him, he would never have his in the ensemble and that guest works premiered in Dresden.

Schuch was succeeded by Fritz Busch who in 1933 after hard currency. years at the helm, snapped his baton in protest against the lists issued by the Nazis of undesirable" composers and singers. He left his beloved Dresden to go into exile.

ne buuding are 20th century had superb acoustics, and it re- 40th anniversary of Dresden's Opera House will mains to be seen whether the destruction. Guests from abroad re-open with Carl Maria von crumbling of the letter that will not fail to notice that East Weber's patriotic Des Freis Violetta writes to her lover in Germany again is referring to

of the new house as it was in the old. The first opera staged after

the end of World War II was in a church on the periphery of the city only three months after the capitulation. In 1948 one of the first large buildings to erected on the site of old Dresden - now a field of ruins was a new combined opera house and theatre. Bethoven's Fidelio, under Joseph Keilberth was the first performance, fol-lowed by a glittering Rosenkaralier amid the wasteland.

The Dresden Opera House today, according to its Intendant, Professor Gerd Schoenfelder, is a "people's opera house" without artistic elitism and not isolated from the realities of life. What that means is there are no prima donnas performances by top Western singers will be rare because of the problem of payment in scare

Herr Schoenfelder noted, however, that Dresden is eagerly awaiting a new Meistersinger production by Wolfgang Wagner.

The ruined Opera House, built Opera House is part of the by Gottfried Semper in 1870, memorial ceremony marking the

A new look at Chinese cooking

THE NARROW, squalid food market in Canton was bustling despite the winter chill-the perfect evening for a bowl of steaming snake soup. My Chinese colleague had decided to be braver, and stared down at an alarmingly large dish of what the street vendor claimed to be porcupine. He managed about three

mouthfuls—we had only the food vendor's word that he was trying porcupine—it certainly tasted nothing like beef, pork or mutton-or even snake. Only next day did we manage to check the restaurateur's claim, after wandering through a maze of street markets. We eventually found Qingping Lu. Overhead, a string of red

—a year's salary for the average

calligraphy spanned the street. "Qingping Agricultural Sub-Products Market." A trader was trying to stuff a price tag between the paws of a dead but dignified mountain lion. He was asking RMB 900 for the whole animal The re-dedication of the

Chinese worker. On one stall, an eagle owl blinked calmly, its talons tethered to the floor of a cage, Next to it, five of its fluffy offspring huddled together. They

had been caught in the moun-tains of Fujian province, a hundred or so miles north of Canton, the stallholder said. offered the parent for RMB 90.

There was more buying acti-There was more buying activity around the next stall, where stacked cages held civits and wild cats. A soldier was examining a cat like a butcher would an unplucked chiken. A father and daughter puished a bicycle away, with a caged civit on the bicycle rack. Chinese folk beliefs make the

meat of almost any wild animalgood for enhancing a man's virility. In winter it is regarded as "warming," and good for aching joints. Shoppers in Qingping Lu talked earnestly of how such meat purified the air in the body, cleansed the kidneys, or clarified the brain. Back in Canton's five star White Swan Hotel we opened the evening menu to find a peppering of munical dishes on

offer. Was it a coincidence-that

strains of "The Pink Panther"

floated from the speakers of the

dining room's music system

Contributors: Kieran Cooke

we ate prawns.

Leslie Colitt - David Dodwell 🗀

BUILDING SOCIETY RATES

7.50 8.50 8.75 Seven-day account

Sub'on shares Othe is

			4-05	-8.75. Cheque-Save
Aid to Thrift	9.60	:	٠ ـــ	Easy withdrawal, no penalty
		8.50	8.75	7 days' notice, Immed. wdl. if balance £2,500+ Int. pd. 1-yrly., mthly. inc. optn. if bal. £1,000+
Amance			-9.25	Bank Save. Bal. of £2,500. Current account
Angha	7.50	8.50	9.25	3-year bond. No notice, 3 months' penalty
· .			9.20	Capital share. No notice, I month's penalty 7 days' notice. No interest penalty
Barosley	7 SA	0.95		2-year termshare—3 months' notice
	-	٠.	0.15	-Special investmt, share/monthly income share
Birmingham and Bridgwater	7.25	8.45	9.50	90 d's. 99 d's: not. or pen./ £10,000+ no not., no
	•	2. *	-	pen.
Bradford and Bingley	. 750	8.50		5 d's. not. or 20 d's. pen. on amt. wdrn. imm'ly Premium access. On demand, no pen. £1,000+
DIRECTOR AND DESIGNATION	/	,	9.25	High income, 3 months' notice or 90-day pen.
Britannia		8.50	. 8.90	7 days' notice. 9.15.28 days' notice
Cardiff	9.00	9.10 8.00	9.50 8.50	90 days' not. Penalty if balance under £10,000 Extra share monthly income. 30 days' notice
Catholic Century (Edinburgh) Chelsea	8.85	÷	9.30	Permanent 2/3 years or variable
Chelsea	7.50	S.50		Immed. withdwl. int. pen. or 3 months' notice
Cheltenham and Gloucester	_	8.50	_	Gold. No not. No pen. Under £1,000, 7.50; Over, 9.00; £5,000 + 9.38 when monthly int. added
Citizens Regency	7.75	9.00	9.15	7 days. 9.25 1 month, 9.50 3 months
City of London (The)	7.75	9.00	9.50	3 months notice—no penalty—monthly income
Coventry	750	255	9.20	2T days' not im. access for amnts. over £10,000 2-year bond £1,000+, close 90 days' notice and
Covenay	1.50	5.10		penalty, monthly inc. opt., guaranteed 2.25 diff.
		• •		Moneymaker inst. acc. no pen. 9.45 £20,000+,
Derbyshire	7.50	S 75	. 0.50	9.20 £5,000+, \$.85 £1,000+ monthly inc. opt. 2 y., 3 m. not. with pen. 8.75 no nt./pn. m. inc.
Gateway				Gold star £1,000+. No notice. No penalties.
	7.50			Monthly int. £5,000+ 9.38 if added to account
Greenwich Guardian	7.75	_	9.85	90-day a/c (7-day a/c 8.75-9.25 subject to bal.) 6 months, 9,60 3 months, £1,000 minimum
Hallfax	7.50	8.50	8.75	7-day Xira, 7 days' notice, no penalty
e. Orazan kan oleh bilan baran bara		· • .	9.00	28-day Xira, 28 days' notice, no penalty 90-day Xira, 90 days' notice, no penalty
Heart of England	7.50	8.75		90-day notice, 8.75 5-day notice
Hemei Hempstead	7.50	9.00	10.00	90 days, 9.50 60 days, 9.25 28 days
Hendon	5.00 7.65	- 8.75		7-d. a/c min. £500. 9.25 3 mths. a/c min. £1.000 7-d. a/c, 9.80 Magnum a/c 6 wks. + loss of int.
Leamington Spa	7.60	. 5.13		Spa mthly, income, no not., no pen. £5.000 min.
The second second second second	•		9.25	Lion sh., 1 m. not. or 28 days' pen. £1,000 min.
Leeds and Holbeck	7.50	9.25		Supershare, no not. 14 days' pen. £2,000 min. Monthly interest, 9.25 28 days' notice or pen.
reces will Moinery			:.	neither if £10,000 still in account
Leeds Permanent	7.50	8.50		Liquid gold. No not, no pen. (9.00 on bal, of £2,500+) HRAS 10th issue 9.25 3 months' not.
Leicester	7.50	8.50		£500+ im. wdl. no pn., 9.73 comp. 3-y. £2,000+
London Permanent	2 (0)	_	9.50	60 d. not. or imm. wdl. no pen. if bal. £7,500+
Midshires	7.50	9.00 7.80	9.50 8.50	2-year term 2.00 diff. guar. 3 mth.'s not. or pen. £2K+, \$.65 £10K+, \$.80 £20K+. *£2,000-
Midshires Mornington National Countles National and Provincial	†7.S0	8.80	9.80	90 days' notice, no penalty. †£1,000+ HYS (share + 2.00 guaranteed 3 years)
National and Provincial	7.50	8.50		HYS (share + 2.00 guaranteed 3 years) 90 days' notice/pen. unless bal. stays 10.000+
人名英格兰姓氏 化二氯			9.00	28 days' not., 8.75 7 days' not./penalty as above
Nationwide	7.50	8.50	9.25	Capital bonds, 3 yrs., 90 days' notice/penalty
		• • • • •	9.20	Bonus 90, 90 days' notice/penalty Super bonus, 28 days' notice/penalty
	• : : :		8.75	Bonus 7, 7 days' notice/penalty
Newcastle	7.50	8.75	9.25	Bonus 7, 7 days' notice/penalty 90 days' notice, 9,00'28 days' notice 7 days' notice. On demand with penalty
	::.:	. ÷ •	5.00 9.75	7 days notice. On demand with penalty 2-year term access with penalty
Northern Rock	7.50	-6.75		Moneyspinner plus £20,000 or more
			9.25	Moneyspinner plus £5.000 or more
Norwich	7.50	8. 75		Moneyspinner plus £500 or more 7-day share monthly income option
Peckham	8.25			9.75 imm. will if over £2,000. Monthly income
Peckham Peterborough	7.50	ส.80	9.50	Flexi-plus 60 days' notice monthly income
Portman	7.50	9.25		Plexi-plus, Minimum £500. No notice imm. wdl. Prem. Min. £500. 2 months' notice. No penalty
	765	0.15		3 years, 9.60 90 days, 9.35 30 days, 9.05 7 days
Portsmouth Property Owners	8.00	9-50	9.80	3. mths., 9.50 6 mths., 9.35 28 days, 9.25 im. ac.
Scarborough Skipton Stroud	7.50	8.75	9,50	2-yrlimited-share, 1.75 guaranteed differential Sovereign £10,000+, 9.35 £500-£9,999. Monthly
Skipton	7,50. 7.50	8.75	9.70	Sovereign £10,000+ 9.35 £500-£9,999 Monthly
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1.00	0.10	7.00	jnc. 9.35. min. inv. £2.500. Inst. access no pen. 3 m., 9.05 1 m., 9.05 £10,000+, no pen., no not.
Sussex County	7.50	9.00		7 days, 9.10 Sussex high, 9.40 90 days
	7.75	9.00	9.15	Over £5,000. imm. wdl. Under £5,000 7 d. not.
films	7.60 7.50	8.50	8.60	3-year term. Other accounts available
Fown and Country	7.50	0.00	7.00 9.00	90 d. not. or pen. No not./pen. if bal. £10,000+7 d. pot. or pen. No not./pen. if bal. £10,000+
Wessex Woolwich	9.35	•	٠ 🛶	No notice-no penalties-minimum invest, £1
Woolwich	7.50	-	5.75	7-day account. 7 days' notice
The galactic and the second of			9.00 20 0	Monthly income shares, 28 days' notice
Yorkshire	7.50 :	8.50	9.25	90-day account, 90 days' notice/penalty Diamond key, 28 days' notice or 60 days' pen.
				has been settled on behalf of the investor.

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Another management upheaval at Sumrie

By Gordon Cramb

Sumrie Clothes, the lossmaking Leeds menswear group, has entered its second top man-agement upheaval in six months with the resignation of Mr Patrick Benson as chief execu-

we.

Mr Benson said yesterday he had also resigned as a director of Le Chevalerique, a Monacobased investment company which owns just over 20 per cent of Sumrie. He said this is the said this is the said that it is the said that it is the said this is the said followed disagreements about the future of Sumrie with Mr Michael Hepker, its chairman, who is also associated with La Chevalerique.

Sumrie took effect from January 31, but the company has yet made no announcement. Laurie Milbank, Summe's brokers, said it was a "moot point" whether Stock Exchange regulations would require this as Mr Benson, despite having been in day-to-day charge of the com-

pany, was not on its board. Shares in Summe fell 7p yesterday to chose at 55p, valuing it at 11.38m. Last year they

reached a peak of 190p.

The entire directorate of Sumric changed last August following the departure of Mr Ronald Sumrie, its former chairman. The present three-member board comprises Mr Hepker, a barrister: Mr Meryyn Shungin. another Lee Chevalerique nominee; and Mr Lance Blackstone. who represents Mr Harvey Ross. a Leeds bullion trader who has been progressively reducing his Sumrie holding and currently owns 8.7 per cent.

None of the board could be reached for comment yesterday. In November Sumrie reported increased pre-tax loss of £173,000 for the first half, against f94,000, on turnover up from fl 34m to £1.51m. At the same time it announced that its planned acquisition of Spatebrook, a leisure wear distributor, would not go ahead. Mr Dennis Weathers, the production direc-

tor, resigned after just three months on the board. Mr Benson said vesterday the acquisition attempt had been costly, and his efforts to improve the administration of Sumrie had been prolonged. "I felt by last month that I had reached an imparke." he said.

Sumrie has three plants in Leeds and Doncaster, employing about 270 people. It makes suits and formal wear, with customers including Dunn's and Austin Reed.

Pepe Jeans valued at

£20m for USM debut

Pepe Jeans, a supplier of men's casual clothes which started life on a market stall on the King's Road. Cheisea, is going public with a capitalisation of phony with a capitalisation of the company."

| could resum in an oner oeing made available to other share holders and the terms, in any case, were considered to be inadequate.

| Shares in Checkpoint closed with the capitalisation of the company." with a capitalisation of about and came from Checkpoint

Stockbroker Capel-Cure Myers is bringing the company to the Unlisted Securities Market at the end of this month.

Pepe, which is based in north

west London, imports jeans and other casualwear largely made in the Far East, and distributes them to a wide range of retail outlets

Ocean Transport

Ocean Transport and Trading. through its subsidiary, Wm Cory and Son, has reached agreement with ACC Packaging Services to purchase ACC Gases for between £1-£2m. Completion is expected early this month

ACC Gases is one of Shell UK Oils largest packed LPG distributors, supplying a network of dealers and Shell contracted customers in an area of south existing Shell UK Oil distributor-

Ozalid

Pre-tax profits of Ozalid. wholly owned subsidiary of Oce wholly-owned subsidiary of Oce | ment, Kleinwort, Benson van der Grinten of the Nether | received | irrevocable | committands, increased to Fl 96.4m | ments to apply for 18.25m shares (£23.74m) for the year ended (54.89 per cent) and applications November 30 1984, against received pursuant to these FI \$0.4m. Turnover rose from commitments will be accepted in FI 1.66bn to FI 1.83bn (£450.5m). full.

Recovery puts 39p on TSL shares

TSL Thermal Syndicate, maker of vitreous silica, the raw material for electric bar fires i material for electric bar fires and for silicon chips, yesterday surprised the City with a rejectory from losses of £1.6m to pre-tax profits of £1.68m.

The results for the year to the end of October put 39p on the shares to 155p, increasing the company's market value by one third to pearly £15m.

third to pearly £15m. The recovery follows two years of increasing losses which culminated in management changes, redundancies and a rights issue to raise cash for new production equipment.
Mr Bent Henriksen, who be-

came managing director in 1983, said the recovery had been achieved by putting a great em-

tomers in a wide range of industries, including electronics, fibre optics, metal refining, min-ing and chemicals. The weakness of the pound helped the company against its international com-petitors—General Electric of After tax of £552,000 (credit is a single payment of 1p (0.1p).

BY ALEXANDER NICOLL

tion and packaging group, is dis-cussing a possible agreed bid for Lake & Elliot, the steel foun-dry company in which it already holds a 25.5 per cent stake.

Mr David Abell, Suter's chair-

man, won a seat on the Lake board in a management shake-up

last year, overseen by Hambros Bank. He has led rapid expan-sion at Suler, which last year

took over Francis Industries for

an offer for a minority stake in

its equity had been terminated.
The company announced in

December that discussions with an unnamed party initially of a purely commercial nature had

been extended to a point which could result in an offer being

by Cindico. a loss-making North Humberside manufacturer of nursery equipment which has been quoted on the over-the-

ager of the company, said last

night that "in the face of mount-

ing debt and inability to obtain new replacement capital, the

board felt it necessary for the receivers to come in."

Prior to the offer announce-

counter market since 1983.

the U.S., Toshiba of Japan, and Saint Gobain of France. Saint Gobain of France.

The company's plants in Wallsend, Newcastle-on-Tyne, in the U.S. and in West Germany are all profitable. A new plant started in Japan in September, in a joint venture with Mitsubishi Metal Corporation, is said to be operating "on target."

Mr William Wilkinson, chairman, said: "I look forward to 1984-85 with confidence. I am sure that we are building on a firm foundation and that the

firm foundation and that the problems of the past have been overcome."
TSL, which was founded before the First World War.

tumbled, partly because of reces sion, and partly because of high inchael Hepker. its chairman, and bringing research and development work closer to the development work closer to the development and on a loss-mands of production.

Mr Benson's resignation from the sum of the is being more closely linked to production, with particular attention to improving quality control. The company has plans

for further investment in new

Europeo Holdings, an investment

company, with which it is acting

302.500 new Suter shares as con-sideration for the Lake shares.

Lake shares rose 121p yester-

day to 78p, valuing the company

at £7.8m, after the two companies made a joint statement disclos-

ing that Suter was proposing terms of 76p in cash or 0.55 Suter shares for each Lake share.

which holds about 45 per cent of Checkpoint Europe's equity. Mr

Nathan and the company's managing director. Mr Fritz Pichl, are the main share holders in Cato.

Mr Nathan said the offer had

been rejected since it was not made available to other share-

high street chains. It employs

some 200 people
Shares in the company, which

is quoted on the market formed by Granville, have been

continue under the receivers'

supervision while a buyer was

sought. He thought the prospects

of a sale were good. Cindico lost £676,000 pre-tax

Applications in respect of the

400,000 and 975,000-50 per cent of application.

Benson allotted in full: for between commit 20,000 and 100,000—70 per cent in shares of application: for between plications 100,000 and 400,000 shares—55 to these per cent of application; between 100,000 and 100,000 shares—55 to these per cent of application; between 100,000 and 100,000 and 100,000 shares—55 to the sent 100,000 and 100,000

Europeo will receive and hold

Suter, engineering, distribu- steel castings and valves, by buy-ion and packaging group, is dis- ing a 5.5 per cent holding from

Suter has augmented its existing 20 per cent stake in the foundry group, which makes which follows Suter's recent

Checkpoint Europe turns

down U.S. minority offer

quoted distributor of electronic main supplier.

Receivers for Cindico

Mr J. V. Ayre of Erost and suspended at 43p.
Whinney, joint receiver and man Mr Ayre said

Receivers have been called in mail order houses and major

board felt it necessary for the receivers to come in."

Cindico manufactures equipment such as pushchairs and while in the first six months of

Berkeley Technology allocations

The offer for sale of 33.20m
Berkeley Technology ordnary balance of the ordinary snares offered represent an oversub-scription of some 1.7 times.

The basis of allocations will be:

baby bouncers retailed through last year it lost £75,000

Checkpoint Europe, a USM- Systems of the U.S., the firm's

security tags and safes, said. It had sought to buy the yesterday that talks involving shares from Cato Investments.

in concert.

made its previous record profit of £1.34m in 1976. But profits

£32,000), and extraordinary charges of £8.000 (£662,000) and dividends totalling £96,000 £32.000). (£8.000), the retained profits are fim (losses £1,69m). Earnings per share are shown

acquisition of a 14.9 per cent holding in F. H. Lloyd, another

Suter's traditional business has

been the distribution of refri-geration and hair dressing equip-

ment, but its acquisitions have added three other divisions—

Mr Abell has said previously

that he wants to build up an industrial holding group along the lines of Hanson Trust or

BTR. A former BL treasurer, he

former employer for £9m in 1981.

bought Prestcold from

SelecTV loss

SelecTV, subscription

vision operator based in Milton Keynes, has reduced losses from

£27,000 to £157,000 for the six months ended September 30 1984.

equal to 1.14p per 10p share of

this USM concern, compared with 2.01p. There is again no

tax. Mr Robert Maxwell, chairman

reminds shareholders that the disappointments of the last two

years have reduced the com-pany's resources to a level where

quire additional finance.
Against this background the chairman says that as the time

for the next round of franchise

applications approaches, the com-pany is carefully reviewing its

strategy in terms not only of the areas and partners available, but

also of the ability to secure the funds necessary to support a successful application.

SelecTV is therefore operating

only one pay-TV franchise which is in Northampton. With its plans to extend the range of services, the company is confident

against £97,000, for the six months, and the loss for the

period included interest received of 543,000 (562,000).

share the pessimistic view evidently held by those who have

recently withdrawn from cable television. He points out that

a company jointly owned by Pergamon Press and himself re-

cently acquired the Rediffusion Cablevision businesses from the

British Electric Traction group

1984 on turnover of £273,000

(£23.000).

Mr Maxwell says he does not

Mr Ayre said trading would of increasing subscription there continue under the receivers to a profitable level.

Turnover amounted to £214,000,

reduced to

£157,000

light engineering, hengineering and packaging.

1984

TSŁ

Thermal

Syndicate

comment

Rarely can the City have so underestimated the speed of recovery at a troubled company. But things have come right so quickly at TSL that despite yesterday's 33 per cent leap, they almost certainly have further to go before they catch up with events at the company.
Sales are growing apace in the
current year, production is being
expanded and TSL is benefitting
from the continuing fall in the from the continuing fall in the pound. Moreover, the Japanese plant might be expected to be making smaller losses, moving towards breakeven in the second half of the year. Overall, £2.5m pre-tax looks within reach, which on a 30 per cent charge (there are tax losses to use up) puts the shares on a prospective multiple of just over eight. multiple of just over eight.
Admittedly, the great bulk of sales is still made to customers in traditional industries, with less than 10 per cent in optical fibres and silicon chips. But even in mature sectors the prospects for building market share look very good given the drive of Mr Henriksen. It is not too late to join shareholders who took up the rights issue at just

Suter in Lake & Elliot bid talks Elbar completes disposal of

lossmakers Elbar Industries, a vehicle and agricultural machinery dealer, said yesterday that it had substantially completed a series of disposals of 11 businesses carried

out over the past six months.

These had resulted in the removal of businesses which, on aggregate, had incurred operating losses of £770,000 in 1983, and a further £322,000 in the first six months of 1984.

The estimated proceeds of the disposals were £6.57m. which would substantially reduce the

group's borrowings.

However, the aggregate book value of the businesses and assets sold was £8.33m, which would mean an overall estimated loss on disposal of the order of 12m, including expenses estimated at £255.000. Provision for £1m of such losses was made in the 1983 accounts and the additional estimated losses of film would be shown as an extraordinary item in the accounts for the year

to December 31, 1984. Mr R. P. McMurtrie, the company's chairman, said in a letter to shareholders that the group's priority in 1985 was to concentrate attention on its remaining businesses to secure a return to profitability. Companies sold over the past

six months include Elbar Ravenhill, a retail agricultural dealer-ship based in Hereford, Elbar Farm services, a similar dealershin based in Moravshire. Elbar Industrial Engines.

Aspinall stake goes to zoo foundation

Mr John Aspinail has given 5.85m shares in Aspinall Hold-ings to the Howletts and Port Lympne Foundation, which runs his two loss-making zoos. He told the AGM this did not mean that he was a seller of Aspinall shares, of which he still holds 15m or 28.35 per cent.

The Foundation plans to retain its shares as an investment, and can receive dividends untaxed because of its charity status. A special EGM passed the com-pany's plan to invest in a vehicle for Sir James Goldsmith's U.S. corporate ventures.

Attwoods

Attwoods, waste disposal and gravel group, is aiming to treble the size of its U.S. operations within three to four years, it said

vesterday. Turnover of its Miami hased U.S. subsidiary, Industrial Waste Services, acquired last November in a deal which trebled for £9m. demonstrating his conviction that a profitable future lies ahead for the industry.

As reported last August, losses amounted to £1.04m (£458.000) for the year ended March 31 Attwoods size, is already running at more than \$330m a year. Mr Jack Casagrande, chief executive of I.W.S., which is the 984 on turnover of £273,000 second biggest waste disposal company in Florida, is setting his No dividends have been paid sights on \$100m turnover within

KIO shows a 17.9% holding in Stylo

By Alexander Nicoli

The Kuwait Investment Office (KIO), which invests passively in many companies on behalf of the Kuwait Government, emerged yesterday as the surprise holder of a 17.9 per cent stake in the equity of Style, the shoe retailer.

The KIO holding gives it a 10 per cent voting stake in Stylo, which is controlled by the Ziff family who this week fought off an unusual tender offer from British Land, the property company headed by Mr John Ritblat.

The Kuwaitis are understood to have held shares in Stylo before the tender was launched, but it was unclear yesterday whether the stake had been increased before or after the tender lapsed on Tuesday.

It was thought in the City. that the KIO probably bought shares ofter the tender was launched and then tendered them for either eash or, more likely. for British Land shares. But because not en-ough shares were tendered to British Land, the offer did not go unconditional and the KIO would consequently have been left with the Stylo sbares.

It could also have added to its holding when Stylo's share price fell after the tender lapsed. Yesterday, Stylo shares fell 8p to 170p. compared with the 185p maximum eash price of the tender offer.

British Land's tender sought between 8m and 9,02m Style shares, and would have given it—including L49m shares which it already held and still holds—up to 50.9 per cent of Stylo's equity and 29.9 per cent of voting power. But only 6.7m shares were tendered.

The Ziff's control Stylo mainly through management shares with 16 times the voting weight of ordinary shares. The tender was thwarted by Town Centre Securities, a Leeds property company headed by Mr Arnold Ziff, who is also chairman of Style. TCS hought 2.14m shares in the last days of the tender offer, increasing its equity holding to 19.5 per cent. • The KIO has sold its 7 per cent stake in Stock Conversion and Investment Trust, the property group.

Carroll calls off Gates takeover

Mr Gerald Carroll, a property developer, has aban-doned plans to bid for Frank G. Gates, an East Londonbased Ford main dealer.

A joint statement by the Gates board and Carroll Motor Corporation said it had been impossible to obtain the approval of Ford for con-tinuing Gates's franchise agreements on satisfactory

It stressed that there had been no disagreement he-tween the two sides since the announcement of the planned deal three weeks ago.

At that time the Gates family interests, which hold 58 per cent of the company. gave unusual undertakings pledging acceptance of any offer of at least 900 a share made by Mr Carroll hefore vesterday. The statement said. however, that these had

Gates shares fell 10p to 78p yesterday, valuing the company at £6.55m.

Hepworth Ceramic buys refractories business from BSC

another attempt to bring about rationalisation in the depressed

GR-Stein Refractories, a Hep-worth subsidiary, has agreed in principle to acquire the refrac-tories business of the British Steel Corporation (BSC). Follow-ing the acquisition, BSC would retain a 22 per cent interest in GR-Stein and 22 per cent of a newly-created subordinated loan

stock.
BSC Refractories had a trad-BSC Retractories had a trad-ing loss of £2.6m on turnover of £7.4m in the year to March 31 1984. Net tangible assets of the business are said to be worth 59.9m. GR-Stein had sales of £48.8m in 1983 and profits before

tax of £3.4m. Hepworth's first attempt at rationalisation in this sector came in late 1983 when it bld for Steetley, the other major UK supplier of refractories. However, the deal was blocked by the Monopolies Commission a

ear ago. Refractories, which are beat resistant bricks used to line industrial furnaces, accounted for only 14 per cent of Steetley's and Hepworth's total 1983 sales.

Hepworth Ceramic is making and dominant shares in certain tother attempt to bring about types of bricks. BSC Refractionalisation in the depressed tories has only a 4 per cent

share.

The most important market for refractories is the steel industry, taking about 0 per cent of UK consumption, with the glass, cement and aluminium industries taking smaller quantities. Demand has dropped sharply in recent years, partly because of the decline in the because of the decline in the volume of steel made, but also because of technical improve-ments in both steelmaking and orickmaking.

UK output of bricks has halved in the past decade and, despite plant closures, producers are still operating well below capa-

city.
BSC has four refractories works, at Consett and Bishop Auckland in Durham, Jarrow in Type and Wear and Cwbran in Gwent, and the business employs a total of 390 people. BSC and Hepworth said that discussions would now begin with sions would now begin with trade unions about the implications of the acquisition. How-ever, no decisions on redundancies or closures would be announced unless and until the But the two together had 40 per deal was cleared by the Office of cept of the £100m UK market. Fair Trading.

Reed's paper subsidiary may go to Wiggins Teape

Reed International is discussing broken even the year before the possible sale of Spicer-Cowan, its paper merchanting subsidiary, to Wiggins Teape. The move is seen as further evidence of Reed's withdrawal from the paper industry in the UK.

With annual sales of around £70m, Spicer-Cowan is the third biggest paper distributor in the

UK, after Wiggins Teaps itself

under pressure in recent years.

ance this year has been better, with modest profits being achieved at the pre-tax level.

Reed, once the UK's biggest paper maker, has been closing capacity for some time, and has warned that there may be further mill closures to come.

In the six months to September 1984 the group lost £3m in and Robert Horne.

The market is highly competiUK paper making, and is to make tive, and Spicer-Cowan has been provisions in its year-end under pressure in recent years, accounts which are understood In the year to April 1984 the company moved into marginal closure of its entire UK paper profit at the trading level, having business.

Scott Amicable back in the lead with bonus rates rise

Scottish Amicable Life Assur- in December 1984. This maturity ance Society. a leading Scottish value compares with a sum of mutual life company, has £2,589 paid by Standard Life on mutual life company, has faller contract and f2,563 on its terminal bonus rates a similar contract and f2,563 on on the column arising from the paid out by Norwich Union applicable to claims arising from the previous top the beginning of this month performers, which has put the company back On a 15-3 at the top of the performance tables for with profit contracts. The society has declared un-changed rates of reversionary bonus for 1984. Thus for life

contracts the rate remains at £4.50 per cent of the sum assured and £5.50 per cent of attaching bonuses, while for individual pension contracts it remains at £4.60 per cent of the basic benefit and £8 per cent of attaching bonuses. traching bonuses.

Year for life company investments with strong stock market

Thus for 10 years the rate rises from 42 per cent to 63 per cent of the sum assured and attaching bonuses, while for 25 years it climbs from 76.5 per cent to 94.5 per cent of sum assured and attaching bonuses.

from 64 per cent to 83 per cent of staching bonuses.

The net result of these changes is that the company is making the highest payout on maturing endowment contracts over all terms, a position it held

throughout 1984. Thus for a man aged 29 at Aitken Hume, the financial

On a 15-year term taken out a £10 premium the maturity value rises 14.2 per cent over December from £4,586 to £5,239. On 25 years the maturity value for a 29-year-old paying £10 a month rises 12.6 per cent from £12.699 to £14.311. In each case the payouts just exceed that paid by Standard Life on similar contracts.

Last year was a very good complicated terminal bouns system for its mainstream life contracts, with rates varying according to the period in which the policy has been in force.

ments with strong stock market worldwide. Mr Bill Proudfoot, chief general manager of Scottish Amicable, said that this investment success, together with significant improvements in cost Amicable, said that this invest-ment success, together with sig-nificant improvements in cost efficiency, had enabled the society to improve its terminal bonus rates

Some life companies, such as Norwich Union, passed on last year's investment performance to all policyholders in the form A much simpler system is of increased reversionary bonus used for other contracts. On rates and a special reversionary individual pension policies the bonus payment. However, Mr terminal bonus rate is lifted Proudfoot holds the view that a bonus payment. However, Mr Proudfoot holds the view that a life company that pays out its investment profits in the form of higher terminal bonuses is likely to pay higher benefits to its policyholders.

Security Centres

Thus for a man aged 29 at outset, with a 10-year contract, services group, disclosed yester-paying a monthly premium of day that it and its associates had 10.0, the maturity value this increased their stake in Security month-is £2.672, an increase of Centres, the burglar and fire 15.6 per cent on the payout of alarm installation group, to 10.1 £2.311 if the policy had matured

SUMMARY OF THE WEEK'S COMPANY NEWS

Take-over bids and deals

Activity in the bids and deals sector revived strongly this week and new developments included two £100m-plus offers. Major UK textile concern Tootal found itself on the receiving end of a well-signposted £124m bid from Entrad Investments, one of Australia's biggest textile and clothing groups, but the 70p per share cash offer was rejected as inadequate. Tootal's share price immediately moved above the bid price on hopes that a counter may emerge.

Another takeover battle is also in prospect following a £107m bid for Pauls. a leading UK animal feeds manufacturer,

£107m bid for Pauls, a leading UK animal feeds manufacturer, from Harrisons and Crossield. Pauls, which rejected a preliminary approach from the plantations and chemicals group last weekend, dismissed the bid terms—0.75 Harrisons shares for each Pauls share—as "entirely unsatisfactory."

The leapfrog quest for control of H & H, between London and Midland Industrials and Scottish Heritable Trust, moved into its final phase as LMI increased the value of its cash offer to £8.8m, or 325.5p per share; LMI's existing share-exchange offer will not be increased or extended beyond February 17. As with LMI's previous bids, the latest has the backing of the II & H board, but SHT still holds the advantage of a 28. per cent stake in Hoskins built up before the bidding started. cent stake in Hoskins built up before the bidding started.

Banro Industries snubbed a \$4.3m bid from fellow vehicle trims and components manufacturers CR Industrials. CHI already holds a 7.6 per cent stake in Banro and it proposes

to acquire the rest of the equity through a preference share offer which values Banro at 78.75p per share. For every four Banro shares, CHI is offering three 6.65 per cent preference shares of £1. There is a cash alternative of 75p. Control of Charles Hurst, the quoted Northern Ireland motor dealers, has passed to Garvach Securities, a private concern. A 200p per share cash bid has been accepted by two Hurst directors who speak for 39.2 per cent of the ordinary shares. When added to Garvach's existing 29.2 per cent holding, the latter has command of 58.4 per cent of the Hurst equity.

Beecham made an agreed bid for UniBond (Holdings). the adhesives and sealants manufacturer which came to the USM a year ago. Terms are 45 Beecham shares for every 71 UniBond and values the latter at £13.7m. Family and associates representing some 60.2 per cent of the UniBond equity have African Lakes Corporation—One for five. accepted the offer.

Company bid for	Value of bid per share		Price before bid	Value of bid £m's**	Bidder
		<u></u>			
P	rices in pe	nce unles	s otherw	se indica	rted.
Banro Inds	75}	85	66	4.30	CH Industries
Bath & Portland	306483		277	62.51	Cons Gold Fields
Butterfield-Hrvy	25-5	25	22	3.21	Technology Inc
Causton (Sir J.)	110e†	115	105	18.69	Norton Opax
Comfort Hotels	95	93	71	59.62	Ladbroke
Culien's Strs Ord	475*	470	365++	4.75	Whatling 105
Cuilen's Strs 'A'	375*	370	360††	3.75	Whatling 105
Dunlop	221	42	31	32.36	BTR
E of Scot Oushore	٠٩	75 -	66	**	and Fin & Inv Co
Elson & Robbins	84153	SD.	6S	8.36	Hartons Group
Glanfield Lawrce?		49	49	3.60	Gregory Secs
Hambro Lifes	550-	5 4 0	498÷	663.00	BAT Inds
Harrison. T. C.	74	69	49	16.7	Harrison, T.C. Grp
Hoskins & Horton	3415	338	188	9.26	Lon & Mid Inds
Hoskins & Horton	3305 55	335	270	9.51	Scottish Heritable
Hurst (Charles)	200"}	195	190	4.32	Garvagh Sees
Lake & Elliott	765	78	65}	7,56	Sater
Leech (Wm.) 🤄	173 ; \$	175	134÷÷	25.95	Beazer (C. H.)
Lon & Mchstr Sees	11	8 -	10;	3.56	Amai Estates
Pauls	3255	365	253		Harrison & Crsfid
Petrolex	58-	61	50	9.06	Clyde Petroleum
String Guarantee	74	71	325++	264.55	
TMG Group	125+3	100	75	1.33	Smurfit (J.)
Tootal	70"	77	63		Entrad Corp
Trident TV Ord	2495	252	209		Pleasurama
Trident TV 'A'	23775	247	209		Pleasurama
UniBond	225÷	220	155+†		Beecham
Websters Group!	14245	133	140		Octopus Publsbg
Whittington?	25 § § §	25	22	10.76	Aitken Hume
* All cash offe	r. † Casl	h alterna	tive. 🕏	Partial	bid. § For capital

*All cash offer. † Cash alternative. ‡ Partial bid. § For capital not already held. § Unconditional. ** Based on February 8 1985. 17 At suspension. § Shares and cash. § Related to NAV to be determined. " Loan stock.

Scrip Issues

Carried Communications—One for three.

INTERIM STATEMENTS Half-vear Pre-tax profit Interim dividends Company Abingworth Oct Astra Ind Group 63L (0.13)Christie-Tyler Oct 122 (18) 1.3 (0.2)Dyson, J. & J. Sept 159 (S2) 2.0 (2.0)Flextech (836) Nov 2,030 (--)Herrburger Brks 11L Nov (97) (--) Howard Shut (0.67)LDH Group 124 ML Holdings (2.0)(365) Nova (Jersey) Sept 255L (52) (1.0) Ransom, William REA Holdings Reardon Smith Stocklake Hldgs (143) (1.5)Sept Sept Oct Nov Oct 2.010L 3.0 1.75 1.5 1.05 0.42 (468) (1.470)Text Jersey (1.75)(193) (482) U (483) L (423) L (195) (5.330) (30) (—) (—) (0.35) Tottenham Trade Prom Serv Trent Hldgs Unitech Walker, Alfred Wigfall, Henry 7,040 1.96 Wiggins Group

(Figures in parentheses are for the corresponding period.) * Dividends are shown not pence per share, except where otherwise indicated. \dagger In It. L Loss.

Offers for sale, placings and introductions REA Holdings—To raise £2.3m through a rights issue on basis of

Berkeley Technology-A full listing through an offer for sale of 3.25m shares at 150p per share. Restway Retirement Homes-Offer for subscription of 1.26m shares

PRELIMINARY RESULTS

Company	Year.		z profit 2000)	Ľа	rnings* per si		idends* p)
Aaronson Bros	Sept	3,820	(2,010)	10,4	(5.4)	4.2	(2.1)
African Lakes	July	1,260	(525)	15.7	(6.1)	1.5	(1.1)
Bluemel Bros	Sept	123L	(569)	L —	()		()
Bullough	Oct	10,120	(6,860)	32.0	(22.9)	12.6	
Derwent Valley	Dec	44	(45)	110.0	(370.0)	85.0	()
Ford, Martin	Dec	491	(323)		(1.6)		(1.05)
Gannt, Rowland.	Oct	228	(42)	11.4	(2.7)		(1
Independent Nws	Dec	3.030	(3.000)		()	12.0	(11.0)
Jefferson Smurf	Jan7	50.000	(13,800)	20.0	(13.8)	4.93	(3.94)
Leisuretime Intl	Oct	1,260	(588)	9.8	(6.5)	2.1	(1.8)
Newman Tonks	Oct :	4.110	(2.800)		(10.3)		(5.09)
Warner Estates	Sept	3.150	(2.500)		(14.4)	15.0	(ILO)
Webber Electro	Sept	474	(344)	6.6	(6.5)		(1.75)
-			_	•			

Rights Issues

Builough-To raise £11.5m through a one for one rights issue at 65p per share.

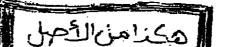
er er er dettige

Newman Tonks—To raise 25.34m through a two for seven rights issue of 6.962,632 shares at 80p per share.

Polly Peck-To raise £41.7m through a rights issue on the following basis: every 20 ordinary shares held entitles holder to 29 of 9 per cent convertible unsecured loan stock 2003-08 payable

Holdings—To raise 22.5m inrough a rights issue on basis of one unit for every nine preference or ordinary shares held at 650p. One unit comprises of one new ordinary share, four new 9 per cent preference shares and one warrant. Osborne & Little-USM placing of 1.5m shares at 125p per share. Wigfall, Henry-To raise £2.6m through a rights issue of 2.5m

es T per cent-convertible cumulative preference shares of £1 on basis of one for every two shares held. at 100p per share.



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Fourth quarter loss puts Amax \$238m in the red at year-end

MINING NEWS

BY KENNETH MARSTON, MINING EDITOR

LOSSES of \$259m were incurred of the year. The resultant total by Amax, the American diversi- of \$187m compares with \$53.4m by Amax, the American diversified natural resources group, in the fourth quarter of 1984. The loss wiped out the \$21.1m (£18.9m) earned in the previous nine months and resulted in losses of \$238m or \$3.86 per share for the year as a whole. Losses in 1983 totalled \$489m. The bulk of the latest loss is reflected in end-year write-downs

reflected in end-year write-downs of \$206m, made up of \$195m in the carrying value of the company's investment in the agricultural chemicals business, and \$11m in the secondary copper facilities. There was also a loss in the secondary copper facilities. in the fourth quarter on the sale of an interest in the Beaufort

Sea oil and gas properties. Amax continued to generate operating profits at pre-tax level the fourth quarter although they declined further to 89m from \$48m in the third quarter. \$57m in the second quarter and net pre-tax interest charges \$73m in the first three months eased to \$205m from \$217m.

Looking back on the year, Amex points to "stagnant or declining dollar prices for most metals and agricultural chemi-cals," citing world over-produc-tion, high interest rates and the strength of the U.S. dollar.

The strong dollar resulted in foreign competitors enjoying higher metal prices in their cur-rencies. Consequently, they main-tained high levels of production and were able to increase their share of U.S. markets,

On the other side of the coin Amax managed further to reduce its production costs, notably for molybdenum, copper and precious metals and earned more from aluminium and iron ore Total indebtedness was reduced by \$261m with the result that

Ok Tedi faces \$800m bill for development

Proprietary.

Talks between the PNG preparing to pull out of the proGovernment and its private ject before the second stage is
sector partners over the future implemented.

Ok Tedi to close by the end of this month unless the part-ners produce an acceptable struction of a permanent system German interests.

THE infrastructure develop for dealing with the mine's tailments which the Papua New ings (waste products), a hydro-Guinea Government is demand-electric power scheme to replace Guinea: Government, 1s. usualing the present dieset system ing as a condition of allowing the power generation, and a seaport.

ASI 6bit Ok Tedi gold and copper power generation, and a seaport.

Mining at Ok Tedi is currently a cap of gold ore AS1.6bn Qk Tedi gold and copper mine to remain open, would cost a total of US\$500m, according to on top of Mount Fubilan, where manager of the minerals division of Australia's Broken Hill authorities are concerned that the commercial partners may be proportionally and the proportion of the proportional partners and the proportion of the proportional partners and the proportional partners are to pull out of the proportional partners and the proportional partners are to pull out of the proportional partners and the proportional partners are proportional partners.

sector partners over the first stage involves the continuing, but This stage involves the taneous production of gold and copper, and would be followed by the conduction of copper alone the production of copper alone until well into the next century. BHP and Amoco Minerals of the U.S. both have 30 per cent revised timetable for the pro- of the mine, with 20 per cent posed second stage of the devel-each in the hands of the PNG opment This involves the con- Government and a group of West

At some point in 1984, it

seemed that the year was prov-ing ill-fated for Nottingham

Manufacturing. Not only did its

bids for F. Miller (Textiles) and

then Johnson Group Cleaners

both founder, but its knitwear

warm run-up to Christmas, and

nonetheless expect that the year's results, due on Monday, will show cautious progress at

the pre-tax level, in the £25.5m

to £26.5m range against 1983's £24.56m, with maybe an extra

0.5p on the dividend. Marks and Spencer, which looks to Notting-

ham for as much as half its total

knitwear needs, may have had

trouble indging the women's

market this winter, but its mens-

wear side has shown strong growth. Nottingham's overall

share of M&S orders is edging

up, although margins have been tight.

Other companies reporting in

terim results next week include Securicor Group on Thursday,

RESULTS DUE NEXT WEEK

Investors hoping that Imperial from UK flour milling, following roup wil tackhitrocepp —— a bumper harvest which cut

Investors hoping that imperial from OA noar mining, tollowing Group will take the opportunity grain prices, should more than of it preliminary, results state compensate for the weakness of ment next Friday to announce other UK husinesses. Elsewhere, the sale of Howard Johnson are Martin Erewer, the U.S. fast-food likely to be disappointed. Example 1, 2008 from strength to Imperial has said that it will not strength, and in Australia, where be rushed into any decision the group is slowly reducing its about the future of the U.S. interests, Dalgety should benefit restuarant, and motel chain, from a post-drought agricultural Meanwhile, the group should recovery. The group is expected reveal solid performances from to be just ahead of last year's its core UK businesses: tohacco £31.3m, on £32m-£33m. dull first haif as sales slipped far less than expected in the wake of a duty increase in last property disposals should have the heavy cost hotels; in food the benefits con- sales fell victim to an unusually tinue to flow from the integration of Ress. and recently a shift in the season's fashion acquired Young's Seafoods. colours also left stocks somewhat Imperial should make £220m pre-adrift of demand. City analysts tax mercil £5105 2-1. tax overall (£195.3m). Rumouvs that the dividend might be d dramatically in the hope of deterring potential predators are almost certainly unfounded. The final payout should be about 5.75p net (5.05p), making 8.75p

for the year (7.8p). The biggest single influence on Monday's interim-results from the diverse Dalgety group will come from the far side of the globe. The sale of the company's New Zealand interests will take more than Elm off the pre-tax profits for the six months to the end of December. Difficult market conditions will also have held back Canadian lumber, and malting and animal feed in the UK But, a strong performance

and on Friday Birmid Qualcast.
Announce Dividend (p) Last year This ye This year Company FINAL DIVIDENDS

Al Industrial Products
Anglo-American Securities Corporation
Appledore, A & P 1.5 1.5 3.85 0.33 2.0 Lodge and Knight Group iest Nicholson Dew, George Glasgow Shareholders Trust 1.57133 1.071 5.05 3.0 1.95 1.5 Glasgow Snarow Imperia) Group Investors Capital Trust Killinghall (Rubber) Dévelopment 8.0 '17.5 Thursday Newsparket Company
Nortingham Manulacturing Company
PLM AB 4.85 Scottish American Investment Company Secucion Grand Securicor Group
Security Centres Holdings 0.9 INTERIM DIVIDENDS Wednesday. Heelamet Holdings Manganese Bronze Holdings Milbury Old Court International Reserves

intervening sorio issue. I Cents per share. Profits after tax:

DIVIDENDS ANNOUNCED

	Current	of spor	rre Total	iast
	mommont T	www.ent d	iv vear	year
Drayton Far East	0.7	April 1 0	45 1.1	0.50
	37 TIVAS	ADTUM —		U.U.
Second Alliance 18L 1	u. • - :	white a	\$~~.	D 1
Edinater are	and or and	misition is	mes. 1USI	£ stock
increased by rights	THE PARTY AND	encedi-m	acast	
S Unquoted stock: 11	Minimian 8	ob mar rord	LESIL	

Bank America revises loss provisions sharply upward

BY WILLIAM HALL IN NEW YORK

biggest U.S. banking group, has trustee. been forced to revise its fourthquarter net income sharply downwards because losses on certain mortgage-backed securities are much higher than at first thought.

The San Francisco based banking major is struggling to reverse a four-year carnings deckine caused by an aboveverage level of non-performing

It is adding another \$58m to an earlier \$37m provision against problems with faulty mortgage loan pools for which

Merger of

mines sought

MERGER of the four Orange

Free State gold mines managed

by Anglo American Corporation

will optimise exploitation of

remaining ore reserves, maximise utilisation of capital assets,

create a stronger financial base

and extend the lives of the

mines; Mr Peter Gush, the chair-

man of AAC's gold division,

said yesterday in Johannesburg.

is intended to combine Free

State Geduld, President Brand,

President Steyn and Western

Holdings, will only be deter-mined, Mr Gushsaid, when per-mission for the amalgamation

had been received from South

Africa's Department of Minera

and Energy Affairs. The authorities have ben asked to

agree to the enlarged mining

operation operating under

unified tax and lease formula

rather than different formulae

Considerable synergistic bene

fits will be derived from the

merger, Mr Gush says, while the combined property will

tons of ore in reserves contain-

ing about 2.500 tons of gold. At

an annual milling rate of 20m

Additional ore reserves are

expected to be developed to the

east of Free State Geduld, to

the combined relatively rich basal reef reserves which will

marginal cost of other, lower

full exploitation at

mately 113 tons.

29 per cent.

for each individual property.

Terms of the merger, which

four gold

BANKAMERICA, the second it served as escrow agent and as collateral for mortgage-

Fourth-quarter net income has been revised downwards from \$73m to \$44m, leaving the quarterly dividend uncovered. Full-year net income is down 12 per cent to a restated \$346m

Mr Leland Prussia, Bank-America's chairman, said the its reserve because of "new in-

BankAmerica acted as escrow agent and trustee for pools of mortgage loans, which were packaged by an unrelated com- and the estimated value of the pany and used by that company underlying mortgages."

backed certificates sold to institutional investors. The packages America says that the securities covered mortgages on almost 1,000 properties.

The bank offered to exchange cash and mortgages from the bank's portfolio for the invesgroup had decided to increase tors' interests in the mortgage pools. The bank says that its 95m provision "represents the difference between the \$133m cost to the corporation of purchasing the investors' interests

Icahn amends terms of Phillips Petroleum offer

Street financier, said yesterday that he is dropping his plans for a \$55 a share tender offer for 51 per cent of Phillips Petroleum and instead was planning to begin a \$57 a share tender offer for 25 per cent of the company, which will cost \$2,2bn.

Mr Icahn made his move a day after Phillips had rejected his earlier proposal, sweetened its own recapitalisation plan and said it would only agree to being taken over if a friendly suitor was to offer \$62 a share cash to all Phillips' shareholders. Wall mailed "
Street analysts said yesterday Phillips.

MR CARL ICAHN, the Wall that probably only Exxon, the world's biggest oil company, could afford Phillips at that sort

> Phillips shares rose \$\ to \$50; in heavy trading early yesterday as analysts speculated whether Phillips' heavy defences would be sufficient to ward off a persistent corporate raider, like Mr

> Mr T. Boone Pickens, whose earlier interest in the company precipitated its controversia promised \$53 a share cash for his stake, but Mr Icahn has said that he mailed" will not be "green-

Major Deutsche Bank offshoot has steady year

BY JOHN DAVIES IN FRANKFURT

THE LUXEMBOURG subsidiary results on a comparable 12of Deutsche Bank, West Germany's largest bank, kept up its immediately have, about 350m earnings last year despite pressure on interest rate margins in the Euromarkets. However, Deutsche Bank

tons, annual gold production is Compagnie Financiere Luxemexpected to average approxibourg has again adopted a cautious policy of putting its entire results into risk provisions, boosting them to almost DM 1.5bn (\$463m). the south of Presidents Brand and Steyn and to the north of Western Holding's Erideel division. This, however, will depend on full exploitation of the combined relatively rich

Operating earnings for the 1984 talendar year reached about DM 310m, and after taking into account other income tax months to the end of 1983 as the subsidiary prepared to

Anglo executives are to visit

months, basis. He said the bank had taken steps early to raise funds under optimum conditions. strengthening U.S. dollar had also increased the D-mark value of its dollar income. .

Business volume of the Luxembourg subsidiary rose 16 per cent to DM 32bn, with much of the increase due to the rising value of the dollar. The volume of credit was also

up 16 per cent to DM 26.6hn. largely reflecting the stronger dollar. The bank's international yaluation factors, results were credit policy has remained put at a little-over DM 300m selective and restrained, with Previous results covered 15 long-term lending declining. Short and medium term lend-ing has become relatively more

grade gold reefs. At present change its reporting to a calen-important in the DM 16.8bn Basal Reef supplies 71 per cent dar year basis.

Or mill feed and the other reefs

Dr. Robert Ehret, a member the largest component of the of the Deutsche Bank board. Luxembourg subsidiary's credit said that the Luxembourg subsi-volume. While short and Toronto next week to explain diary managed to keep its over- medium term lending made up the merger's expected benefits all earnings situation stable last half of this total in previous to U.S. and Canadian share-holders.

ANZ takes control of merchant bank

New Zealand Banking group (ANZ) announced yesterday vices, including those involving cent from A\$13.3m that it has agreed to acquire the money market and foreign ... The cigarette and win the interests in an Australian exchange as well as overseas ducing company said per share merchant bank held by Bank financing and advisory services. earnings fell to 54.7 cents from of Montreal, Irving Trust and Mitsubishi Bank for an undisclosed sum.

means it will have 100 per cent control of Australian International Finance Corporation (AIFC) as soon as the necessary formalities are complete,

a profit of A\$3.3m for the year scrip issue made in October.

ANZ said the agreement ended June 30, is currently 40. The interim dividend was unended June 30, is currently 40. The interim dividend was a per cent owned by ANZ with changed at 17.5 cents a share, the Bank of Montreal, Irving Sales rose 11 per cent to A\$294.3m from A\$266.1m. It holding 20 per cent.

• Philip Morris (Australia) has It described AIFC as a lead- reported a net operating profit AP-DJ

MELBOURNE — Australia and ing local merchant bank that of A\$14m for the six anouths provides a full range of ser- ended December 31, up 5 per

The cigarette and wine pro-AFC, which has assets of 58.8 cents due to expanded A\$601.8m (U.S.\$474m) and had capital from a one-for-eight

said overall cigarette industry sales were down slightly

Poclain to pull out of hydraulic components

By David Marsh in Paris

POCLAIN, France's loss-making hydraulic exesuators group, is negotiating to sell its hydraulic components division to Vickers of the U.S., a unit of the Libbey-Owens-Ford group. The decision, part of a con-

tinulng effort to concentrate activities on the construction machinery market, was an-nounced yesterday by Poclain along with preliminary indications of the 1984 results. The company said its secondhalf deficit fell significantly from the net losses of FFr. 184m (\$18.6m) in the first half of 1984. With the company still facing "an extremely difficult

period," sales volume for the group last year was around the same as in 1983, when turnover was FFr 2.9bn. Poclain aiready lost FFr 198m in 1983 and FFr 283m in 1982. Poclain, which is owned 44 per cent by Case-Tenneco of the U.S. following a series of rescue packages over the last few years, also announced M. Pierre Bataille, the son of the company's founder in 1927, is leaving his post as head of the supervisory

board. - . A group headed by M Bataille, who chaired the executive hoard between 1967 and 1983, made an alternative offer to take over the by-

draulies division. As a result, he deemed it appropriate" to submit his resignation from the super-visory board and all other Poclain posts at the same time, a communique from Poclain said.

The offer from Vickers, the world leader in hydraulic components, was judged by the supervisory board to be better for the long-term interest of the group. Vickers, which already has production facilities in the UK and Germany, has indicated its desire to invest significant amounts of funds in the hydraulies division, based at Verberic which has turnover of around FFr 420m.

Centrafarm gains otc shares quote in U.S.

By William Dawkins " *

CENTRAFARM GROUP, a leading Dutch maker of generic pharmaceuticals, has achieved a quotation on the

The company has sold lonnew shares at \$6.75 each through underwriters L. F. Rothschild, Unterherg Towbin to raise \$5.5m after expenses. . It plans - to use \$3.5m of the proceeds to expand its operations in the Netherlands, where it intends to launch four new generic drugs this year. The balance will be used for working capital and to expand into the West German market.

Centrafarm is capitalised at more than \$30m at the placing price. The group's net income in the nine months to last September was \$1.1m on sales of \$14.2m.

Following the offering. Alta Berkeley, a venture capital group, holds 20.8 per cent of the equity, with another 389 per cent held by E. M. Warburg Pincus and Co. 2 venture capital investor and management buyout specialist.

Central bank bid to save Sul Brasiliero

BY ANDREW WHITLEY IN RIO DE JANEIRO

BRAZIL'S central bank has intervened in the activities of Sul Brasiliero, a major financial group with total deposits estimated at U.S.\$2.3bn. The move is believed to be the largest corporate rescue ever mounted in Brazil

mainly in the south and southeast of Brazil — and an esti-mated 1.5m account holders. Yesterday morning the Gov-

ernment temporarily took over the administration of five financial institutions in the group, including Banco Sul Brasiliero, medium-sized commercial bank and flagship of the group. In addition, it has ordered the winding up of two housing finance subsidiaries. The rescue operation fol-

lowed the failure of attempts to find a "market solution" for the problems of a group in discernible difficulties since the end of 1982.

Sr Affonso Celso Pastore, the central bank governor, said the decision to intervene had been taken following Sul Brasiliero's failure to honour a Cr 100bn (U.S.\$28m) debt to agricultural co-operatives in Rio Grande do

this week with the country's leading banks failed to produce a private rescue package. The talks reportedly broke down on the refusal of Sr Amador Aguiar, president of the supervisory council of Bradesco, the largest privately-owned financial Sul Brasiliero, the country's group in Brazil, to participate thirteenth largest privately-owned financial group, has 389 chase the troubled group, inbank branches — concentrated cluding one from Citibank.

through its Crefisul investment bank subsidiary in Brazil, were presented to the central bank. But these were apparently rejected as inadequate. The size of the group's un

covered liabilities is put unofficially at Cr 800bn.
Sul Brasiliero had foreign debts totalling U.S.\$146m at the end of June 1984. These will almost certainly be taken over

by the Federal Government. Sul Brasiliero's commercial and investment banks had been suffering increasingly serious liquidity problems in recent months. The root of its prob-lems date back to the losses suffered with the failure of the Coroa-Brastel financial group in 1983 and the bad debts of a large agricultural co-operative.

Majority control of the Ric Grande do Sul-based group is in the hands of Montepio da Sul state. Familia Militar, a military Hours of negotiations carlier family pension fund.

Better export conditions boost Haggie's results

BY OUR JOHANNESBURG CORRESPONDENT

engineering and mining equipcompany, benefited strongly from continued capital spending by the mining industry and improved export condiin 1984. Turnover increased by 42 per cent to neering firms, at mid-year. R462m (\$234m) from R325m while pre-tax profit rose 29 per cent to R63.1m (\$34.1m) from

HAGGIE, the South African

xports, which were helped by the rand's persistent weakness against the dollar, and sus-tained demand from the mining sector helped cushion the effect of significant sales declines in non-mining domestic markets.

interest in Chloride South Africa, the troubled battery and electrical products manufacturer, in October last year and acquired control of Macdem and R. Jackson, the steel and engi-Mr Richard Savage, the man aging director, believes that

Haggie sold its 49.9 per cent

1985 will be a difficult year largely because sales to the The directors say that strong agricultural sector will continue to be affected by drought and high interest rates. Earnings per share increased to 160 cents from 143 cents and

the total dividend has been raised to 73.5 cents from 70

Lion Match earnings hit by increased tax rate BY OUR ICHANNESBURG CORRESPONDENT

LION MATCH, the 64 per cent- of an increased effective tax

owned South African subsidiary rate and rising interest from cost increases and severe competition in the financial Lion was a virtual monopoly, year ended November 30. However, competition intensiper cent to R95.2m (\$19.5m) durables and household goods from R83.3m, operating profit markets,

before interest and tax increased by only 12.1 per cent to of 41 cents a share has been Ri2.0m from Ri0.7m.

R6.7m from R7.2m as a result 81.5 cents.

Wilkinson Sword, suffered Competition was minimal the match market, in which However, competition intensi-Though turnover rose by 14.3 fied in the consumer non-

An unchanged total dividend declared, though earnings per Taxed profit dropped to shares slipped to 76.4 cents from

Adolph Saurer in profit

BY JOHN WICKS IN ZURICH

engineering concern, has returned to profit for 1984 following a 30 per cent rise in turnover to SwFr 556.5m (\$201.6m). favourable.

The company, which has carried out a major reorganisation Swiss car distributor. Nissan programme, has reported losses for the last five years.
The improvement in business last year is attributed to in-

ADOLPH SAURER, the Swiss creased sales of textile machinery and a large-scale Swiss Army order for road vehicles. Prospects for 1985 are seen as

> Suisse, from the local owners Nissan sold 10.550 cars in Switzerland in 1984, 3.9 per cent of the Swiss market.

> > CAPITAL STRATEGY

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		,			-			
				. ,	:		P/	
	_			. ·		Yield		Fully:
High		Company	rnce	Change				
144 151	123 135	Ass. Brit. Ind. Ord	142. 150	_	6.6	4.4 .	7.9	9.4
'77	61 61	Ass. Brit. Ind. CULS Airsprung Group	. 53 ·	· . ·	10.0	6.6 12.1-	E-6	7.0
42	26	Armitage & Rhodes		· · ·	2.9	7.8	5:9 4.5	7.7
140	108	Bardon Hill	140	. 	2.5 3.4	2.4		23.5.
-58	- <u>-</u> 42	Bray Technologies	48	<u></u>	3.5	73	14.1 5.6	8.0
	:170	CCL Ordinary	170	_	12.0	7.1	3.0	6.0
152		CCL 11pc Conv. Prei	110		15.7	13.8	_	$\cdot =$
818	100	Carborundum Ord,	815	+ 2	5.7	0.7		_
86	84	Cerborundum 7.5pc Pf.		·	10,7	12.4	· · = ·	==-
103	43	Cindico Group		_				:
73	- 51	Deborah Services	60		85	10.8	5.7	9.2
281	182	Frank Horsell	281	_	. == ,		31.3	14.8
243	170	Frank Horsell Pr.Ord.87	243	<u></u>	9.6	4:0	98	12.8
32	25	Frederick Parker	32		4.3	13,4	_	
52	33	George Blair	52		. =	_	3.5	7.0
50	27	Ind. Precision Castings	28		2.7	9.6	7.7	8.3
218	186	isis Group	186			. 8.0	7.4	13.4
124	104	Jackson Group	104	— `	4,9	4.7	4.8	9.4
285	213	James Burrough	276	- 1	13.7	5.0	9.8	9.8
93	83	James Burrough Spc Pt.	90xd	· —	12.9	14.3	_	
87	.71	John Howard & Co	87	+ 1	· 5.0	5.7 .	8:9	12.6
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504	300	Minihouse Holding NV	5 04	– .	3.8	0.6	43.5	47.6
120	31	Robert Jenkins	36	_	5.0	13.8		:
60	28	Scruttons "A"	31	_	5.7	18.4	16.3	3.8
92	61	Torday & Carlisla	79	_	_	_	8.8	18.0
444	370	Trevian Holdings	370	_	4.3	1.2	21.0	20.7
27	17	Unilock Holdings	25		1.3	5.2	12.1	17.5
	81	Walter Alexender	92	_	7.5	8.2	9.1	11.1
98								

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See Page 5

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H.B.L. European

Feb 4th

Feb 5th

Feb 6th

Feb 4th 58.5 2.19 Feb 5th,55.1 -58.5 2.19 Feb 6th 57.8 2.21 Feb 7th 54.4 57.8 2.39 54.4 57.9. Feb 8th H.B.L. Equity Income Feb 4th 58.2 61.8 Feb 5th 57.6 - 61.2 5.75 58.5 62.1 58.6 62.2 6.25

47.l

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Prices of other H.B.L. Trusts on

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47.1 50.0

50.0

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50.0 2.00

50.0 2.00

2.00

2.00

EROFUND MAHAGERS LIMITED

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Nominal rate Percentage Rate 13.5% 14.367% as at 7th February, 1985 Resident Director: Michael Lawrence La Agustal Accounts available lone 1983:

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FUND LIMITED Gartmore Fund Managers International Limited 6 Caledonia Place, St Helier

Jersey, Cl - Tel: 0534 27301 Telex: 4192030 Subfunds Yield Sterling Deposit £1.006 Dollar Deposit US\$1.070 DM5.119 Y516.7

DM Deposit Yen Deposit SwFr Deposit SwFr5.027 N. American US\$1.19 N. American . japan Pacific Basin LISS1_13 Int. Growth £1.20 £1.06 Sterling Gilt US\$0.99 Int. High Inc. Y 1265 *Price at 8/2/85

MONTAGU TRUST MANAGEAS Dauly Dealing Prices as at 8th February 1985 Bid Offer Change Yield"; Gold & Piec.
Metals 42.0 44.7 + 0.4 2.15
(Accum, Units) 42.4 45.2 + 0.4 2.15 Javan Perl. 60.2 64.2 + 0.3 0.29 (Accion. Uhds) 60.3 64.3 + 0.3 0.29 UK MPC 48.8 52.0 +0.2 1.96 Patris, IACCUM (Irelis) 49.0 52.2 + 0.3 1.95 U.S. Spec. Featrs. (Accum. Units) 69.1 73.6 + 0.5 0.39 (Accum. Units) 69.2 73.8 + 0.6 0.39 US Special 286.6 299.3 +1.8 2.80 monte (Anam, Units) 350.2 365.7 +2.2 2.80 Ernat Evernol 55 7 59.4 + 0.4 6.93 (Accum Units) 56.3 60.0 + 0.3 6.93

LADBROKE INDEX Based on FT Index 987-991 (-4) Tel: 01-427 4411

Feb. Feb. Feb. Feb. High Low 105.18 104.40 104.42 194.16 105.18 85.13 (24/7)

Thursday Stocks Closing on traded price day
Prollings Petrim 6.032,600 50 - 12
Unees! 4.042,400 47% - 11%
Am. 781, 8 T91, 2377,190 211% + 12
K mart 2.517,190 31 -71

Feb. Feb. Feb. Feb. |-

Metals & Minerals 2185,4 2175,2 2176,7 2180,8 2524,4 (12:1/84) 1541,2 (25:7) Composite 2829,8 (2814,5) 2605,2 2548,5 (2620,6) (7:2/85) 2079,7 (24/7) MONTREAL Portfolio 182,44 132.21 151.81 151.11 152.44 17,2,851: 100,36 (24/5) NEW YORK ACTIVE STOCKS

22				W	OR	LD	STO
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Stock	Stock 7 6 1 4 6 1 5 6 1	Stock Hall FB. Hall FB. Hall by ton. Hanna Mining. Harcourt Brace. Harra Corp. Harra Marca Corp. House of Ind. House o	271 (1) (1) (1) (1) (1) (1) (1) (1) (1) (1	Stock Morton Thiokol Motorola	e7 9688329377111 1 611112 1 1 1 1 1 1 1 1 1 1 1 1 1 1		Feb. Fab. Fab. Fab. Fab. Fab. Fab. Fab. Fa
		Millipore Minnesota Mine Minnesota Mine Mitchell Energy, Mobil Mohasoo Molex, MonarcM/Th Monolithic Mem Monsanto Moorgan JP; Morrison Knud Since Compilin	3914 3914 8416 8334 1778 17 2814 2814 2413 2412 59 3834 1614 1614 1944 1956 4514 45 4714 45 3914 39	Ryder System	55 u 56 16 u 15 14 u 44 u 17 u 17 u 17 u 17 u 17 u 17 u 17 u 17 u 18 u 18 u 18 u 18 u 18 u 18 u 18 u 18 u 18 u 18 u 18 u 18 u 18 u 18 u 18	Winn-Dixie Str. Winnebago Wiss Elec Poy Woolworth Worthington Wingley Yellow Frt Sy: Zapata Zayre Zenth Zero Feb., 5 High	7 — 341, 331, 20 18, 20
industrial div. yield %	23.185 (24.7) 06 74.13 74.22 74.97 64.15 11 619.46 609.94 626.22 44.8 88 149.57 148.64 159.73 122.25 (7.2.85 (25.7) 00 113,720 105.44 Low 1279.81 (1275.07, eb. 1 Jan. 25 Jan. 18 1 4.72 4.72 4.91	626.22 12.52 17.21851 1817152, 163.72 10.5 120.4155-12814142 year sgo (approx 4.55 Since Comp'tn High Low	Metals & Minit AUSTRIA Gredit Aktion BELGIUM Brussels SE (1) DENMARK COpehagen SE FRANCE CAC General (1) Ind Tendance GERMANY FAZ Aktion (5) Commercibant HONG KONG	1, (1-1/80) 458,5 4 (2/1/82) 82,50 6 1/80) 2157,4 21 (16/1/85) 178,11 7 51/12/82) 198,90 15 (28/12/84) 188,80 10 (1/12/58) 488,84 40 (1/12/58) 488,84 40 (1/12/58) 488,84 40 (1/12/58) 488,84 40 (1/12/58) 488,84 40 (1/12/58) 488,84 40 (1/12/58) 488,84 40 (1/12/58) 488,84 40 (1/12/58) 488,84 40 (1/12/58) 162,6 168	46,8 446,5 2.26 62,21 65,71 2132,65 71,62 171,56 8.2 197,3 6.5 107,9 9.93 395,09 9.73 4147,7 7.44 1565,51	444.3 567.4 15 61.85 62.20 18/2 2147.29 — 172.59 225,21(20) 196.6 199.9 18 196.3 108.8 :2 329.42 402.76:18 1155.4 1171.1 22 1552.47 1568.42(1	11:84: 535.6 *7:1.85; 2:85; 53.26 (15/8) 11:84: 158.44 (8:1.85) 12:85: 155.6 (3:1.84) 12:85: 100.8/28; 12/8 11:85: 817.17 (25/7)
•	.81 180.35 178.65 12.85 12.87 12.85 12.87 12.85 12.87 12.85 12.87 12.85 12.87 12.85	17:285 130:0523 131:62 4,40 (7:285 17:245) 27:485 17:245 27:485 17:245 27:485 13:48 27:54	JAPAN** JAPAN** NIKke-Pow (18 Tokyo SE New NETHERLAND: ANP-CBS Gene ANP-CBS Indu NORWAY Oslo SE (4/165) SINGAPORE Straits Times	(6.49) 12809.0 119 (4.168) 524.45 92: 5:rrs(:1870) 199.6 19 at:1370, 199.5 15 845.50 55	49.8 11867.2 2.94 918.35 9.4 199.5 9.2 157.2	11825.4 12009.0(3 917.55 925.27.16 196.2 193.5.6.5 196.7 153.5.85	:2,951 9705.55 123/71 1,251 750 4- (4/1)84

ices	•				!	Feb. 8	Feb.	Feb.	Feb.	1984 High	-85 Lo	w
· Feb.	1984 High		Since C	Low	AUSTRALIA All ord, (1/1/80) Metals & Minis, (1/1/80)	772,6 438,5	778,1 446,8	777,9 445,5	772.2	737,5 /9.1/34		
16 1277.72	1292.62		1232.62		AUSTRIA Credit Aktien (2/1/2)		62.26			567_4 (5)];84: 62.28 (8;2;85)		~ -
3 74.22 5 60 9. 94	74,47 (38/1/85)	64.81 (25/6	626,22	12.52	BELGIUM Brussels SE (1/2,60)	2157.4	2165,71	 2132,6E	2147,29		·	
7 148.64	17/2:86 . 150,75	(25/7) 122,25	/7 2/85i	18:7/52; 10.5	DENMARK Copehagen SE 18/1/83)	175.11	171,62	171.56	172.69	225,21(20:1/84)	158,46	18;1,95
105.44	-		-	-	FRANCE GAC General (51:12:82)	198,98	198.Z 106.5	197.3		199.9 (8:2.65)		
1279,81	(1275.0	7,			Ind Tendance (28; 12; 84)	158,69	100,7 ————	103		108.8 : 2:2.85;	190,612	6;12/8
Jan. 25 4.72	Jan. 4.91	<u>_</u>	ear ago 4,		GERMANY FAZ AKIJen (51)12:58) Commerzbank (1:12:55)	400,84 1162,6	400.95 1165.7	395,09 1147,2	329,42 1155,4	432,76:18:1.85 1171,1 22:1:85	217,17 917,7	(25/7)
' Feb.	. 1984	.85	Since C	omp'tn	HONG KONG Hang Selig Bank 51-7;64	1647.59	1512.45	1855.51	1552.47	1568,42(17:).95	749_02	: (15:7
1 199,98		Low 187,74	203.29	3.82	ITALY Banca Comm Ital. (1972)	271,52	270.90	268.90	254.38	271,52 -8-2.85-	192,06	(2:1/84
5 178.6	7'2.85 3' 101.82 (7:2:85)	147,82	(7·2:85) (41.42 (7·2:85)	4,40	JAPAN** Nikker-Dow (16/6:45) Tokyo SE New (4,1/68)	12009.0 524,45	11940,8 922,94	11867.2 918.35	1 1825,4 917.55	12009.0(9:2;95) 955.77, 16:1,25:	9701.35 350 e-	123/71 (4/1:84
in. 16	Jan S.	: yez	r ago (a	pprox)	NETHERLANDS	;						
4,00	4,15		\$.76		ANP-CBS General (1970) ANP-CBS Indust (1970)	199,6 158,5	199,4 155,2	199.5 157.2	196.2 196.7	193.5 £ 2.85. 158.5 8 2.85.		12517 17816
10.71	10.31	_	13,48		NORWAY Oslo SE (4/1:83)	845.60	358,88	534.88	531,38	545.6 (9/2/85	221,67	(4 1/84
		and F			SINGAPORE Straits Times (1968)	817.51	815,81	812,99	825,15	1071,9 (8:2)	764.4 (16/1/85
Rises	raded		2,006 917 664	2,020 1,000	SOUTH AFRICA Gold : 1956; Industrial : 3955;	=	697.1 862.6	929.4 582.5	924,6 862,8	1899,0 : 19:11; 1185.5 (25:8)		
Unchan New His	gcd	375 /u.		399 259	SPAIN Madrid SE (25:12/84)	112,6	112,76	1 (5,28	714°65	(17,41)4(2.85)	100,00	28 12:B
, Feb.	<u></u>	198	4-85		SWEDEN Jacobson & P (11/58)	1484.5	1421,30	1485.25	1485,0;	1584.5 (8/2)	7502,95	(22:11
4 6,7 2160,8	2524.4	igh 12:1/84:	1641,2	125:71	SWITZERLAND Swiss BankCon.(31/12/62	418.5	416,7	414,8	471,5	418.5 (8:2:86:	654,5	(25/7)
	'2620,6 132,44				WORLD Capital Intl. (/1/1/78)	_	195,7	195.6	195.8	187.1 (1/2/85)	185.2	(14/12)
TIVE S	TOCKS	Stocks	Closia	Change 3 on								
Cigne . Tenneco		traded (136.30	9rice 3 - 27	697 1% 1% 1%	Saturday Febr Base values of all in 500, NYSE All Common and Marsis—1,000, Tors	rdiças sr	e 100 a	rcent Au	etralia A Ora—10:	S Ordinary a	and Ma a Com	poskis

meeting with management on Thursday. Thursday:

CBS gained \$2? to \$81 because of a published report about a conservative political group's designs on the company.

Katy Industries were down \$1\$ to \$36}—it rose Thursday after saying it was discussing sale of its railroad.

The Ascendant SF Market AN EASIER TREND developed on Wail Street yesterday, when the market reacted to warnings about the economy from Fed chairman, Paul Volcker.

By 1 pm the Dow Jones Industrial Average was off 2.20 at 1287.88, reducing its rise on the week to 10.16, while the NYSE All Common Index; at \$105.25, was up 7 cents on the day and \$2.02 on the week. Trading volume fell 21m shares to 95m, compared wth 1 pm Thursday.

Speaknig before Congress yesterday, Volcker said unrestrained Budget deficits could eventually frigger an economic recession.

The Torestandard that business THE AMERICAN SE Market Value Index Inst 0.51 to 230.70, reducing its rise on the week to 6.74. Volume declined 2m shares to 11m. compared with 1 pm

He also predicted that business

recession.

He also predicted that business would grow this year between 35 per cent and 4 per cent.

Toy issues continued to be helped by an industry trade fair this week. Coleco rose \$1 to \$14{\colen.pmg} and Tonda, which on Thursday split its stock, moved up \$1{\colen.pmg} to \$51{\colen.pmg}.

Other gainers included John Blair \$1{\colen.pmg} to \$24{\colen.pmg}. Upjohn \$1{\colen.pmg} to \$72{\colen.pmg} and MCA \$1{\colen.pmg} to \$47{\colen.pmg}.

Chicago Milwaukee improved \$2{\colen.pmg} to \$176—an Appeals Court judge picked a lower priced acquisition bid for the company over one by Chicago North over one by Chicago North Western, which then withdrew Corroon and Black advanced \$13 to \$404. Pan American Banks \$15 to \$255 and Upjohn \$2 to \$73.

WALL STREET

Easier on

economic

warnings

Takeover speculation kept Wali Street's rise Thursday.

The money's there are the active list up of the active the active list, up \$1 to \$501. Investor Carl Icahn changed his plans for a partial tender offer

for Phillips shares.

K Mari, still weak from its disappointing carnings forecast, shed another \$1 to \$361—it was the second most active issue with nearly 1.4m shares traded.-

Closing prices for North America were not available for this edition.

Saleway rose \$11 to \$304 in active trading—on Thursday it reported lower but better-than-expected fourth-quarter profits. Pepsico put on \$1 to \$461 in beavy trading—several analysts changed their opinion on the soft drink company following a

Stock prices were slightly lower in heavy trading at mid-

The Toronto Composite index was off 3.4 at 2.612.2. Metals and Minerals 3.4 to 2.182.0, Golds 9.4 to 3.110.0 and Oil and Gas 4.4 to 3,233.9. All 14 of the major stock groupings were lower but the

losses were modest. Volume-leader Dome Petroleum further improved 20 cents to \$3.10-it completed its debt restructuring earlier this week.
Husky Oil firmed i to \$111 on
fourth quarte profit of 38 (20)
cents a share.

TOKYO

Buying enthusiasm boosted the Nikkei-Dow Jones Average another 68.21 to a record closing high of 12,009.01, for an advance of 185.58 in the past three days. Volume 430m (380m) shares. Share prices surged forward in

"The money's there and the market is basically strong," one dealer said. Investment centred on recent star drugs and bio-

dealer said. Investment centred on recent star drugs and biotechnology shares, dealers said.

The broader based SE index added 1.51 at 924.45, as it traded added 1.51 at 924.45, as it traded 20m (17m) shares.

Since the last record high close at 11.992.31 on January 31, drugs have played an important role in market average movement.

One dealer said almost all the market average gains yesterday on recent star DM 234.50.

Markets recovered from three days of declines, as overseas institutional buying lifted most share prices higher.

The Hang Seng market Gold shares closed easier but indicator, at 1,347.88, regained above their day's lows in very quiet end-week trading, as the raind retreated sharply from its morning highs in late trading.

can be credited to Dainippon
Pharm's rise of Y650 to Y6.300,
because cach of the 225 shares in
the average exerts an effect equalto about 10 per cent of their
individual rise, in this case about
Y65. "No special factors led to
Dainippon Pharm's rise yesterday, just buying fever," he added.
Some shares not in the 225 also
rose vesterday and the market

rose resterday and the market can be called firm but it did not advance across the board. Also, yesterday's gains were due to major securities houses gather-

ing their buying power and throwing it into this selected share, he added.

Most drugs firmed and spurred biotechnology-related foods and chemicals, with Yamagouchi Pharm soaring Y290 to Y4,360, Dailchi Selyaku Y50 to Y1,950 and Toyojozo Y60 to Y1,520.

Several dealers said investors were unwilling to commit them-selves aggressively ahead of the

The All Ordinaries index was 5.5 points lower at 772.6, the All Industrials 3.6 at 1.166.2, the All Industrials 3.6 at 1.166.2, the All Industrials 3.6 at 1.166.2, the All Resources 6.7 at 471.1, and Metals and Minerals 7.3 at 439.5.

Brokers said resource that is a series of the fall industrials 3.6 at 1.166.2, the All Resources 6.7 at 471.1, and Metals and Minerals 7.3 at 439.5.

Brokers said resource that is a series of the fall industrials 3.6 at 1.166.2, the All Resources 6.7 at 471.1, and Metals and Minerals 7.3 at 439.5.

Brokers said of the All Industrials 3.6 at 1.166.2, the All Resources 6.7 at 471.1, and Metals and Minerals 7.3 at 439.5.

Brokers said of the All Industrials 3.6 at 1.166.2, the All Resources 6.7 at 471.1, and Metals and Minerals 7.3 at 439.5. foreign investor demand weaken-ing after the firmer tendency in the past two sessions. The easing of bonds also depressed trading

The Commerzbank 60 share index, calculated at midsession, feif 3.1 to 1.162.6, but was still 23.4 higher than on Monday: News that talks on the future of the OK Tedi Mine in Papua New Guinea were inconclusive little affected the project's German participants, with Degussa rising DM 4 to DM 369 and Metallgesellschaft DM 1.30 higher at DM 234.80.

HK\$265.74m.

The market was bolstered by several of unconfirmed corporate rumours, most centering on posrumouts, most centering on possible takeover bids of some small, public companies. But one broker said the real impetus behind Friday's gains was a surge of buying interest from overseas institutions.

"They were buying again for the first time in a week," the broker said. "Interest built up in London Thursday night and simply carried through," he added.

AUSTRALIA Weaker commodity prices and uncertainty over the direction of the Australian dollar helped push prices lower, despite gains in New York and London.

Recent losses in the dollar's value against the U.S. unit left investors uncertain about the directions of the currency and local interest rates, some brokers

with professional operators cause commodity prices have taking profits and squaring books failed to meet expectations of ahead of the weekend and a few weeks ago.

Oils were mostly lower following another disappointing result from Timor Sea exploration. Broken Hill Proprietary, off 10 cents at AS5.18, reported it abandoned another well off the Northern Coast of Australia late Thursday.

Woolworths, the object of heavy speculative buying, finished steady at AS3.40. Wormald lost 10 cents to AS3.30 after TNT denied it has been seeking its shares. Life Savers lost 3 cents to A\$3.55—Nestle is offering A\$3.30 a share.

														
CANADA	1		Stock	Feb., F	eb.	Stock	Feb. 7	Feb.	Stock	Feb.	Feb.	Stock	Feb.	Feb 6
Stack	Feb.	Feb.	Cambell Red Lk.		414	Dome Mines	1078	 11	Lobiaw	Σ01ε	1912	Ranger Oil	<u>7</u>	; 71;
AMCA-Intl	20	20	Can. Gement Pt Can. NW Energy.	11 s. 1: 25 2 2	21g 31g	Doma Petroleum Domtar,	2,90 39%	2.75 . 3948	Macmil. Bloedel. Marks & Spencer	2754 654	634	Reed Stenha	2351	23 235 31
Abitibi	., 13	331 ₂ 131 ₄ 201 ₄	Can. Packers	334 3	0 Կր 5 Ալ 1 Ֆր	Falconbridge Fed. Inds A! Grendis A	2112	[_945 ₈ - 211 ₂ 261 ₈	MasseyFerqueon McIntyre Mines . Mitel Corpn	43 .	3.80 483, 10	Royal Bank A Royal Trust A	191g	197
Alberta Energy.: Algan Aluminium Algoma Steel ,	1 4114 1	41 237g	Can. Imp. Bank; Can. Pacific Сал. Рас. Ents	59 ' 58	834 Bla	Genstar	3054	31 lg	Moison A	161g 681g	163, 681,	Sceptre Res	5619	654 654
Argen Inc Bank Montreal	: 17±s ;	173a 274	Can. Tire C	101 ₂ : 16 11 4 . 13	01 ₂ 23 ₄	Gt. West Life	3.30 184	3,30 184	Nat, Sea Prods A Noranda Inc	2117	57g 205g	Sears Can. Inc. Shell Canada O	il 2372	25%
Bank Nova Scotis	37	14 56/g	Carling O'Kfe Chieftai n	136a 1.	5 314.	Hawker Sld.Can	19	21 is 19 is 10 is	Norcen Energy	14 5452 714	14 531 ₂ 71 ₂	Teck B Texaco Canada.	_ 12%	235 123 354
Bombardier Bow Valley BP Canada Res.	. 17% :	224 17 265	Conigas Mines Cons. Bathst. A	412 4.	80 8*	Husky Oil Imasco Imperial Oil A	53_	5234	Nova Alberta Numac Oil Oakwood Pet	147a j	15 4.90	Thomson New	. 54 kl 191	19
Brascan A	. 351a ·	5412 1.71	Copper Lake	0.60 0.	.68 75a	inco.	1814 14	181 ₂	Pan Can Pet	2812	273	TrantsalaA Pipe	. 2512	231
S.C Forest CIL Inc	. 291a	2914	Costain	1434 - 14	9 64 4 12	Int. Pipe	341z 25's	34) ₄ 25		294 (251, 293a	Walker Hiram Westcoast Tra	. 144	265: 151: 80:
Cad : cFairview	15%	15%	Dolasco	\$74 28	Big	Lac Minerals,	2751	274	QuebecSturgeon		3,50	Weston (Geo.)		. 60.9
AUSTRIA	Price		GERMANY			NORWAY	Dalaa	مذا	AUSTRALIA (d	Price	ſ	1	Price	+0
Feb. 8	Sch		Feb. 8	Price +	- ar	Feb. 8	Kroner	,]	Aust. \$	<u> </u>	Feb. 8	Yen	+3
Gossse	. 385	+1 5	AEG-Telef	1050xr —	1.7 3	Bergen s Bank Borregaard	435	:	Gen Prop Trust Hardie (James)	5	+0.02 -0,04	Mitsul Co	. 528 . 524	-1 +1
interunrfai.i Laenderbank Perimooser	. 226		Bayer	195.7 ÷	0.7 2.5	Christiania Bank DenNorske Gred Elkem	167	-0,5	Hartogen Energy Heraki WyTimes IGI Aust	4,02	O.D5	NGK insulators	., 925 ;	+22 -14
Steyr Daimler Veitscher Mag	. 155		Bayer-Verein BHF-Bank	327 280		Kværner Norsk Data	211 435	÷14	Jimberlans F.P Kia Ora Gold	0,3 0,12		Nippon Denso	. 1,350	+30
BELGIUM/LUX	CEMBO	IIDG -	Brown Boveri	361 — 187.5 —	2.5	Norsk Hydro Storebrand	112	0,5 i. +2,5	Lend Lease	2.56	0,08 0.07	Nippon Express. Nippon Gakki	. 330 (2,190	6
DETAION\ FOX	:		Commerzbank Cont'i. Gummi Dalmier-Benz	122 -	1.5	·			Mayne Nickless . Myer Emporium. Nat. Aust. Bank.	1.95	-0.07 -0.05 -0.08		. 653	÷4 −6
Feb. 8	Price	+_or	Degussa		4	SPAIN			News Nicholas Kiwi	12.5	-0.1	Nippon Seiko Nippon Shimper Nippon Steel	1 530	-10 +1
B.B.L	1,845	- 35	D'sche Babcock Deutsche Bank		2.2	Feb. 8	Price Pta	+ or	North Bkn Hill Oakbridge	2.11 0.64	-0,11		. 335	-1
Bekaert B Ciment GBR	4,950	+50 +45	Dresdner Bank	189.2 162.5	-1.5 -1	Bco Bilbao	318	-1	Pancont'i	1.05 1.67	-0.05 -0.04	Nippon Yusen Nissan Motor	. 240 . 605	-3
Sockerili	. 6,800	~5 +100	Hochtlef	470 - 190 - +	.3 0.5	Boo Central Bco Exterior	350 200		Poseldon—	1.34	+0.1 0.81	Nissbin Flour Nissbin Steel	. 489 ' 169 ;	+.9
EBE\$, Electrobe	. 2,780 . 6.110	÷5	Hoesch Werke	399,5 +	-D.1 3.5	Bco Hispano Bco Popular Bco Santander	360	-3 -4 -1	Reckitt & Coin Repco Santos	1.15	-0.04	Nomura	1.25 <i>0</i> j	+7 -10
Fabrique Nat	. 2,870	~10	Horten Hussel Karstadt	298	3	Dragados	112	~0.5	Smith (Howard) Thos. Natwide	3,75	-0.02 -0.04	Pioneer	. 5,120	~10 ~50
GBL (Brux) Gevaert Hoboken	. 3,700	- 45	Kaufhof	211 -	-3	lberduero Petroleos		+1.7	Tooth	5.9	+0,1	Renown Ricoh Sankyo	. 890	-5 -10 ÷40
Intercom.,	2,060	~-5	Kideckner	81,5 ~	-0,6	Telefonica	125	:2	Western Mining Westpac Bank	. 3.2	0.05 0.06	[Ѕалуо Еіесі	490	+16 +5
Pan Hidgs	. 11,000	+ 200	Linde Lufthansa	187 ~	1	CHARLESTON AND			Woodside Petrol.	0.B6 3.4	-0.01	Sekisui Prefab Seven-Eleven	. 557 :	+2
Reyale Beige Soc. Gen. Bang.	10,300	-100 -25	Mannesmann Mercedes Hid	154	i 0.5	SWITZERLAND		,	Wormald Intl	3.3	~0.1	Shimedzu	. 1,080 . 791	18
Soc. Gen. Belge.	. 1,815 7,200	-10 -100	Metailgesell Munech Rueck	234.8 - 1165 -	1.5 55	Feb. 8	Price Frs.	+-	HONG KONG			Shiseido	1,060	+2 ~10
Stanwick intl	1,480	-10	Porsche	535,5 ÷	-0.5 18	Alusuisse		, <u></u>	Feb. 8	Price	+ or	StanleyStome Bank	4,150 200	+20 +17
UCS	. 1 4,790	÷30	Preussag Rhein West Elect	255 - 163,5 -	1.5 0,5	Bank Lau Brown Boveri Ciba Geigy	1,570	' ₇ 10 .	Bank East Asia			S'tomo Bank	903	~10 ~6 ~2
	. 5,400		Rosenthal	250 481	1 1	do. (Part Certa). Credit Suisse	2,260	-35 j	A CHESTING LANDS	A-2-24	T V.D	S'tomo Metal 7s/hei Dengyo	145	+1
DENMARK			Siemens	AR -	0.4	Elektrowatt	2,710	r –40 i r –8	China Light Evergo	1.55	+0.2	Talse Corp	. 198 ; 1.140	-1 -10
Feb. B	Price Knr 2	. + or	Varta Veba V.E.W	168,6	0.7 0.2	Hall-RockePtCts Hall-Rocke 1/10.	0,525	~25 1	Hang Seng Bank, HK Elect ric HK Kowloon Wh.	7.7	+0.25 +0.2 +0.55	Tekeda	. 815 5.610	÷30 10
Andelsbanken		. +3	Verein-West	310 -	2,5	Jacobs Suchard. Jeimoli Landis & Gyr	1,980	10 ;	HK Land	4.37	+0.17	Teikoku Tekoku Tokyo Marine		-1 -5
Andelsbanken Ealtic Skand CopHandelsban	K SAS	+5 +5			_	Nestle Ocr-Buehrie	6,445	+35	Hutchison Wpa	59.5 19,9	+0.5 -0.6	TBS	. 826 :	+3 -7 +2
D. Sukkerfab Danske Bank De Danske Luft.	. 290	-5 -2 -10	ITALY .			Pirelli	. 291		lardine Math New World Dev	0.5	-0.5 +0.15	Tokyo Gas Tokyo Sanyo	162	—6
East Asiatic Forenede Brygg	. 168	, +8 	Feb. 8	Price +	<u>-</u> ∘r	Sandoz (PtCts)	1,355 745	+15	Orient O'seas, Oseas Trust Bk SHK Props	27		Tokyo Style	745	÷5
Forenede Damp GNT Hidg	. 92	-1	Bança Gom'le	19,150 -	180	Sika Survelilance Swissalr	1.100	- 20	Swire Pac A	24 3	108	Toppan Print Toray Toshiba Elect	848 456	<u>—6</u>
Jyske Bank	. 540	-5 +5	Bastogi-IRBS	2,715 -	-7	Swiss Bank Swiss Reinsce	. 572		Wheel'k Mard A.	5,75 4,55	+0.3	TOTO	. 675 '	-10 <u></u>
Privatbanken Provinsbanken	. 1,790 . 239	: 3 6	Credito Varesino Fiat Finsider	2,520 4	25	Swiss Volkabk Union Bank	1,520	-40 J	Wheel'k M'time World Int. Hidgs.	1.1	- + 0.08	Toyota Motor	1.280 !	_3 _10 +10
Smidth (F) Sophus Berend .	. 225	+2	Generali Assicur.	40,000 +	50	Winterthur	5,720	+20 I	IAPAN		:	Yamaha	720	+ å
Superios	454	-5	Italcementi	80,300 + 624 -	290 5					,		Yamanouchi Yamazaki	4,360 i	+ 291 7
FRANCE		~	Montedison	6,650 + 4,395 +	1551	SWEDEN	: Price :		Feb. 8	Price Yen	+	Yasuda Fire Yokogawa Bdge.	362 482	+9
Feb, 8	Price	+01	Pirelli Co Pirelli Spa Snia BPO	2,517 -	42	<u> </u>	Kronor		Allnomoto	1,080	+10	SINGAPORE		
Empres des des	Frs.	_	Tora Assicdo. Pref	15,900 -	10	AGA	198	+2	Alps Electric Amada Asahi Chem	1.150]	+18	Feb. 8	Price	+ <u>o</u> r
Emprunt 4:3, 197; Emprunt 7% 197; Accor	7,405	-1 -5 +2			-	ASEA (Free)	420 '		Bridgestone	. 625 {	+5 +2	Boustand Hidgs.	1.72	+0.0
Air Liquide	. 615 .	+13	NETHERLANDS	i	J	Atlas Copeo Gardo (Fres) Cellulosa	158	+1 -5 -2	Casio Comp	1,380 1,810	+10	Cold Storage	2,61 6xa	+0.0
Bongrain	. 1,648 . 759 .	+8	Feb. 8	Price +		Electrolux B	309 302	+6 ÷3	Chugal Pharm Citizen	630	+10 -2	Genting Haw Pac Bros Hong Leong Fin.	2,33	+0,1
BSN Gervais CIT-Alcatel	2,400 . 1,269	+30	ACF Holding	197.5 158		Mo Och Domsio	320 1 271 217	_5 _1D	Dai Nippen Ptg	935	_52 I	inchcape Bhd Keppel Shipyard	2,06	+ 0.0; - 0.0;
Carrelour Club Mediter'n Gie Bancaire	. 1,241	+31	AKZO	216.5 — 104,2 +	0.2	Saab Scania Free	450 :	+5	Elsti	680	-5 -10	Malay Banking Malay Utd. Ind	2.23	-0.1 -0.0
Colimeg Damart		÷0.6	ABN	396 — 217 +	0.5	Skan Enski'da	55.5	-0.5	Fanue	1.320	+240	Multi Purpose	0.92 9.25	-0.0 + 0.1
Durity	. 685	10 5	Bredero Cert Bos Kalis Westm.	74.2 — 169.5 14.7 —	~ I	ONF	165	+4 -2 -1	Fullsawa7	i,120 i,320	+30	Public Bank Sime Darby	1.68 1.94	+0.0
Eaux (Cre Gen) Elf-Aquitane Esailor	562 235	_4 -38	Buehrmann-Tet.; Callend Hidgs	85.5 33.7 +	2 0.2	Swedish Match Volvo B (Free:	243	+2	Green Cross	920 560	+20	Strack Tree	0.5 4 6 B	+ 0.0
Gen Occidental	740	-12	Dordtsche Pet'nı' Eisevier-NDU;	174 - 114 +	-0.5	AUSTRALIA		_	Helwa Real Est Hitachi Hitachi Credit	605	+ B	UOB	2.78 4.5	
Lafarge Coppes	. 417.5 . 2.290	+6.6	Fokker	93.5. — 179.5 —	.2		Price		Honda	680	~20	SOUTH AFRICA	Price	<u> </u>
Legrand Maisons Phenix Matra S.A	. 2,020 . 190,5	- 22 - 45	Heineken	157.6 — 61.8 — 41 —	0.4 0.2 0.5	ANZ Group		-0,82	Hoya	1.14D 1	+50		Hand :	7 <u>0</u>
Michelin B	2,290	+13	Int MusHer KLM Naarden	49.6xc +	0.2 0.6	Alliance Oil Dav:	1.05	711			+30	Abercom	7 15	
Most Hennessy Moulinex	. 1,969 . 102,5	-15 +1	Nat Ned Cert	279,5 —	į.5	Ashton	0.79	-0.03 -0.03	JACCS	730		Angio Am Coai Angio Am Corp	54	-0.5 -0.0
Nord Est Pernod Ricard Perner	. 77.5 . 665	+0.5 -18 +5	Nedfloyd Oce Grinten Ommeren (Van)	160.7 + 304 + 28.2	. T. I	Aust, Nat, Inds Aust, Paper	2.62	+0.07	Jusco Kajima Kao Soap Kashiyama	270 815	-7	Barclays Bank	155 15.25	-9.5
Petroles Fra	. 259,8	+2	Pakhoed	67,5 -		Rell-Crouns	F 2U	.—u.us 1	Kiritananan	558 T	-2 ·	Buffels	64.5	-0.95
Peugeot S.A., Printemp.Aus Radiotech	J 204,	+6.5 +1 +2.5	Robeco	60.1 - 74.7 + 137.2	0.4 0.4	Bell Res Bond Corp Hidgs' Boral Bougainville	1.25 3.53	-0.03 -0.02	Kokuyo Komatsu Konishiroku	450	= å [CNA Gallo Currie Finance!	2.1 3.55	+0.1 +0.05
Redote	. 1,252 . 1,640		Rollinco	68. <i>3</i> + 43.5 -	0.2 1	Brugainville Brambies inds Bridge Oli		-0.04 +0.61 -0.06	Kubota	-325…	±5 ∓2	De Beers Driefontein FS Geduid	45.5	-2,5
Sefimey SkisRossgnol	. 323 2,090	-11 +20	Poyal Dutch Unilever	195.3 339.5 +	9.9	B.H. Prop	6.18		Kumagai Kvoto Ceramic 5 Masda Const Muskino Milling 1	,700 464	==="	Gold Fleigs SA	4.0	O.85
Telemech Elect Thomson CSF	2,310 493	-30 +4	YMF Stork	145 : +1 213,5 +	2.2 1.5	CRA	3.00	— О.М.	MYAKITA 1	.230		usgpank	9,95	
Valeo	939.5		West Utr Bank	1C4.3	0,1	Cariton Utd	A 770 .		Marubeni	547			1.5 30	
NOTES P	icas os	this :	page are as qui last traded prises, as Ex scrip faxus,	ored on	The	Comalco "A"	2.40	-0.82	MEI	590	+20	Protes Hidns Rembrandt Rust Piet Safesn Sage Hidgs SA Braws. Smith (CGL Tongsat Hulett	15.1 12 · 1	-0.45
individual exchi	ngas an Er dina	id Srs !	last traded prises,	S Deeli	ngs	Costain Aust	1.3	_0,ō2	M'hishi Bank 1	400	+10	eage Hidgs SA Brews Smith ICC	6.65 6.0	+0.46 -0.1
		1566 1	WER SALID HERE.	쪼디 다 다	uC. [Elders IXL	ã.vě		M'buhi Elec	395	Zî.	Tongsat Hulett	19	
r ranh het one enabeugeg* xg	· -			. 1	_`		02515	OI. OHE	2 IOF EVERY TWO	Share	PATA		_ 22 .	

(11.00 a.m. February 8

CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES Dollar very firm

trading yesterday, inspired by a wave of speculative buying in early New York trading. It touched a 13-year high against the D-mark, an 11-year high against the Swiss franc and Swiss france and Swiss fran the D-mark, an 11-year high against the Swiss franc and pushed sterling down to equal its record closing low. Many day, having touched a best level oay, naving touched a best level of 72.2 at 10 am. Against the D-mark it fell to DM 3-6150 from DM 3-6255 and SwFr 3.08 from SwFr 3.0825. It was also lower in terms of the yen at Y289.5 from Y291 and FFr 11.04 compared with FFr 11.0550. European currencies including the French franc and Italian lira finished at all time lows. Despite the proximity of the

weekend, the absence of any concerted central bank interven-tion encouraged further demand, with sentiment underpinned by fears that a continued increase in the Federal budget deficit would reduce the scope for any significan

Pebruary 8 Prev. close

lar closed at DM 3.2575 against the D-mark up from DM 3.2450	5 months 1.12-1,95pm 1.21-1.18 12 months 2.00-2,80pm 2.55-2.45
and SwFr 2.7750 from SwFr	Forward premiums and discounts a to the U.S. dollar.
OTHER CURRENCIES	#2 1# (# 5 v + 5)

Feb. 8		£	٠ :		-	5	•		2
<u> </u>	1			1 7					Note Rates
Argentina Peso.				231	.85	332.1	05	Austria	25.35-25.60
Australia Dollar				1,2	93D	-1,294	45	Belgium	72,45-73,15
Brazil Crużelro .	. 4.04	84,07	2	ı 5,	538	-3.65	5	Denmark	12 8B.13 00
Friand Markka	. 7,508	5-7.53	520	· 6.7	510	-6.75	3D	France	11 09 11 13
Greek Drachma	. 145.6	4-148	.68	. 130	.56	-133.2	20	Germany	3 61 3 64
HongKong Dollai	r 8,683	5-8,69	35	, 7, 80	2000	-7.80	20	itaty	2220-2250
iran Rial	.: 10	5.25			·5.2	10-		Japan	290 294
KuwaitDinanKD	0.341	5-0.34	25	.0.30	7EG.	ถเกร	770	Mathematica .	A 091- 4 191
Luxembourd Fr	. 72.2	0 72.3	Ю.	: 65	.20	-b8.34	Э.	Norway	10.36 10.46
Malaysia Dollar.	J 2.832	0:8,63	70	2.54	40.	2.549	Ò	Portugal	195-210
New Zealand Dir,	, E,421	D.8.42	ъ0	2.10	590	2.172	25	Spain	19614-205
Saudi Arab Riva	3:983	5 4.00	115	· 3.5t	330	3.5E4	10	Sweden	10.22-10.32
Fingapore Dollar	2615	0.3.98	75	2.25	:00	2.25	50.	Switzerland	3.0712-3.101
th African Rand	2.097	5-2.10	75	1.87	/BO	1 88	55	United States	1 101 1 121
J.A.E. Dirham.	4.0810	14 08	60	4.57	20.	3.67	SO .	Yugoslavia	285 310

\$1160/1180 + 15

227/2576 ±1 \$127,25 = 0.75 \$272,00 = 2.75

£148,00 +0.5

£115,30u -0.30

_10:

-50

(z) March-April, (y) March, (u) May.

GAS OIL FUTURES

† Unquoted, (g) Madageacar, § Ghana cocos. (x) April. (w) Feb-Mar.

5746w 3940w £670y 5556x

8470z 8251

£115,65u -0,90 £119,60 £123,55 £105,55

65,480 62,100

\$1,315 - \$1,675 \$1,045 | \$1,180 £498 | £575 \$825 | \$1,000

products market firmed scross the

products warket firmed across the board due to searchy of primpt ges oil, which was quoted at \$249-251 ciff N.W. Europe, with late-February deliverise-\$4 flower. Demand from the CEGB in the UK stretched supplies which firmed prices in the U.S. and Europe—Petroletin Argus, London.

Turnover: 2,634 (2,507) lots of 100

£147,50 £154.50 £145.00

£195,00 £150,50 £108,55

\$3,500 \$2,900 \$2,350 \$1,800

\$257.75 - \$214.25 \$890 | \$485

cksilver (76 lbs).

Sarley Futures.....

conut (Philippines):

OTHER COMMODOTIES

Brent firmed 25c while Nymer was 27c up by 1 pm EST. The petroleum

CRUDE OIL-FOB (\$ per barrel)

Arab Light 27,50 Arab Heavy 26,50 26,70 Arab Heavy 26,50 26,70 Brent Blend 27,40,27,50 Ar. Light 1,50 Arab Heavy 26,63,27,90 Brent Blend 27,40,27,50 +0.10 Ar. Light 1,50 Arab Light 1,50 Arab

* February; rest March. Petroleum Argus Estimates

Latest

Sugar.(Raw

Malze French...

	. Sel	ing rate.			- discou	ints apply to Agian rate is	the U.S. dolla for convertible	ir and not t francs. Fina	bejat tuanc 62 a tue iveixier	.20-85,30.
EXCHANGE (CROSS RA	TES			• • •	٠.			••	
Feb. 8	Pound St'rling	U.S. Dollar	: Deutschem'k	Ј'ралеза Уеп	FrenchFranc	Swiss Franc	Dutch Guild	italian Lira	Canada Doll	r¦Belgien Fran
Found Sterling U.S. Dollar	0.900	1.111.	3.615 3,258	289,5 250,7	. 11.04 9.940	3,080 2,776	4.090 3.683	9222. 2001.	1,483 1,835	72,25 65.25
Deutscher rk Japanese van 1,000	0.277 5.454	0.307 3.835	12,49	80,08 1000	. 3.054 . 38.13	0,852 10,54	1 131 14,13	614.5 7674.	0,410 5,183	19,99 248,6
French Franc 10 Swits Franc	0,905 0,526	1.006 0.361	5.874 1,174	262,2 93.99	10. 3,584	2,790	3.705 1,328	2012. 721.5	1,345 0,481	65,44 23,46
Dutch Guilder Italian Lira 1,000	0.244 0.450	0.272	0.884 1,627	70.78 130.3	2,599 4,970	0,753 1,385	1. 1.841	543.2 1000,	0,363 0,868	17,67 32,52
Canadian Dollar	0.574	0,749	2.458	195,2	7,444	9,077	2,758	1498	1.	48.72

easier in London yesterday, despite sterling's weaker trend towards the close of business. firm, reflecting a record shortage eligible bank bills were bid at 121-121 per cent down from 121-12j-12j per cent down from 12j-13 per cent while three-month interbank money eased to 13j-13j per cent from 13j-13j per cent. Weekend interbank money touched a high of 15 per cent before finishing at 14j per cent. The Bank forecast a shortage of around £1,450m with factors affecting the market including maturing assistance and a take

UK clearing banks base lending rate 14 per cent

Further shortage

since January 28

LONDON MONEY RATES

up of Treasury bills together draining £376m and Exchequer transactions a further £795m. In addition there was a rise in the note circulation of £275m and hanks brought forward balances

LONDON	MONE	Y RATE	S		Discount	Houses	s Depos	it and	Bill	Rates
Feb. B	Sterling Certificate of deposit		Local Authority deposits			Treasury 1Buyi	Treasury	Eligible Bank (Buy)	Eligrbie Bank (Seli)	Fine Trad (Buy)
Overnight		14-15	1414-1414		15-1454		i			-,
days notice		· – :	14-141	-	· -	i		i	<u> </u>	1 —
days or				I -	1 =	1	ı ·	i - 1	-	j
days notice		1414-141	14-14:8	1419-1459		1 .=	!· _=	L	_=	1 . =
ne month	14-15%	137g-141g	14	1418	15ag-155			134-134		1430
we menths	1512-1514	18 .8 -18 12	1319	1358	15-1314		. 13	15-154	13	157
Three months.		1514-1512	1314	1314	121, 124	125g	1212	121-121.		153a
ix months	124-12	12 ig-12 ig	125	-			i –	1158	111g	124
fine months		1256-137	_	I –	1 -	-	l – .	-	_	!
)ne year	11 16 -11#	1219-1214	1216	ı →	1 · -	1 -	I – .	i — I	-	
	Local Auth. negotiable bonds	Local Authority Deposits	Finance House Deposits	5 Cert of Deposits		1 inked	FT LO		_	ING
	1		1	"						

ECGD Fixed Rate Export Finance IV; Average Rate of interest period January 2 to Fabruary 1985 (inclusive): 11.840 per cent. Local authorities and finance houses seven days' notice, others seven days' fixed. Finance Houses Base Rate (published by the Finance Houses Association): 10½ per cent from Fobruary I 1985 London and Scottish Claering Bank Rates for lending 14 per cent. London Deposit Rates for sums at seven days' notice 11-11½ per cent. Trassury Bills: Average tender rates of discount 12.3781 per cent. Certificates of Tex Deposit (Series 6): Sales temporarily suspended. Rates prior to suspension ware: Deposit 1100.000 and over held under one month 14½ per cent; one-three months 14 per cent; three-six months 13½ per cent; six-nine months 13½ per cent; nine-12 months 13½ per cent. Under £100.000 12½ per cent from January 30. Deposits held under Series 8 10 per cent. The rate for all deposits withdrawn for cash 8 per cent.

note circulation of £275m and hanks brought forward balances £20 below target. To help alleviate the shortage the Bank offered an early round of assistance of £541m. This comprised sale and repurchases agreements on £281m of bills at 13½ per cent. It also arranged sale and repurchases agreements on £446m of bills at 13½ per cent, for resale on February 14 and for resale on February 15.

The forecast withdawn for cash 8 per cent.

Purchases of £5m of Treasury particular authority additional assistance in the after-one of £120m. This comprised bank bills in band 2 (15-33 days) at 13½ per cent, for resale on February 14 and for resale on February 15.

The forecast withdawn for cash 8 per cent.

Purchases of £5m of Treasury additional assistance in the after-one on of £120m. This comprised bank bills in band 2 (15-33 days) at 13½ per cent, and the Bank gave purchases of £10m of eligible bank bills in band 2 (15-33 days) at 13½ per cent, and the Bank gave purchases of £10m of eligible bank bills in band 2 (15-33 days) at 13½ per cent, and the Bank gave purchases of £10m of eligible bank bills in band 2 (15-33 days) at 13½ per cent, and the Bank gave purchases of £10m of eligible bank bills in band 2 (15-33 days) at 13½ per cent, and the Bank gave purchases of £10m of eligible bank bills in band 2 (15-33 days) at 13½ per cent, and the Bank gave purchases of £10m of eligible bank bills in band 2 (15-33 days) at 13½ per cent, and the Bank gave purchases of £10m of eligible bank bills in band 2 (15-33 days) at 13½ per cent, and the Bank gave purchases of £10m of eligible bank bills in band 2 (15-33 days) at 13½ per cent, and the Bank gave purchases of £10m of eligible bank bills in band 2 (15-33 days) at 13½ per cent, and the Bank gave purchase agreements on £120m. This comprised bank bills in band 2 (15-33 days) at 13½ per cent, and the Bank gave purchase agreements on £10m. This comprised bank bills in band 2 (15-33 days) at 13½ per cent, and the Bank gave purchase agreements on £10m. This comprised bank bills in band

of temporary aid, given to the market to offset the distortions may utilise each of the two new facilities by up to 2 per cent of their eligible liabilities. The first part will replace an existing 1250 facility when it matures on making a total of £1.211. February.
The Bank also announced its March 14. February 14 and will run until

EURO-CURRENCY INTEREST RATES (Market closing rates)

CRUDE OIL (LIGHT) 42,000 U.S. gallons,

GOLD 100 tray oz, 5/tray oz

Close High

27.31 27.21 26.71 26.71 26.90 28.29 26.12 26.15 26.10 25.01 26.00 25.01 26.00 25.01 26.00 25.01 26.00 25.01 26.00 25.01 26.00 25.01

Low

51.07 51.35 47.52 47.80 52.97 53.00 53.80 53.85 52.67 52.80 45.72 49.75 48.40 48.40 46.40 46.40

Cose

MAIZE 5,000 bu min. cents/56lb-bushel

COMMODITIES AND AGRICULTURE

Zinc leads London metals price rise BY OUR COMMODITIES STAFF \$250,762 \$6367,622,52400,02 £982,25 £1265,5 £945 £1002 25 £1267,5 £969,75 £970 £1267 £969,5 £990,5 £1262,5 £967 \$578,5 \$405,75 £967 \$265,5 £399,5 £265,5 £399,5 £265,5 £398,787 £279,26 BASE METALS prices on the mid-week coupled with news of London Metal Exchange (LME) Asarco cutting its domestic selwere mostly higher on the week ling price, depressed lead values

led by zinc, which gained £20 and wiped out gains registered to £755 a tonne for the cash earlier in sympathy with other position.

The market steaded

STERLING EXCHANGE RATE

(Bank of England)

1,1090-1.1190

1.3324-1.3386

180-185 180-183 178-50-178-70 1.990¹-2-002¹2-001-0-002 9.301₄-9.33 9.321₄-9.32¹2-9.41 9.321₄-9.42 9.171-9.201 9.321₄-9.201 259-70-259 9.201-0-259.70 22.74-22.76 2.7745-2.7765 2.7745-2.7765 1801-1816-01 259-18

1.4810-1.1190 7,1100-1,1110 1.4810-1.4940 1.4815-1.4845 4.08-4.101, 72.20-72.30 12.83-12.394, 12.801-12.601, 1.1600-1.1669 1.1600-1.1610 3.601-3.621 1.881-2061, 200-205 198.10-199.80 198.15-198.55

Feb. 8 Previous

1.1100-1.1110

POUND SPOT-FORWARD AGAINST POUND

DOLLAR SPOT-FORWARD AGAINST DOLLAR

0.01p pm-0.16dls 2½-2pf pm 197-335c dis

2.10-2.800re dia 1.33-1.43c dia-4-4²-ore dis 0.52-0.48y pm 4-3²-gro pm 0.72-0.66c pm

-1,30 0.38-0.43dis 1.77 1.92-1.88pm -2.31 34-36dis -1,40 4.10-4.60dis 2.35 2.18-2.13pm -26,30 650-1450dis -3.73 150-170dis

The zinc market got off to a vesterday, however, on reports strong start encouraged by that there was a lack of surplus news that LME warehouse metal in Europe, and the cash stocks fell to the lowest level quotation ended £0.50 down on for 10 years last week. The the week at £339.50 a tonne. weakness of the pound early News that Alcoa was shutting in the week also tended to a 34,000 tonnes a year aluminboost the price Last week's fall in LME ium potline, which was released late on the preceding Friday,

copper stocks was expected and had little effect on prices, but the market began the week on a steadier note in reaction. Thursday but prices moved against falls registered in the receding few trading days, enced by concern that Fearn-Sterling's decline lent further com of Switzerland's withdrawal strength and copper prices. strength and copper prices from metal trading pending a reached 5-year highs at one review of "problematic" alumi-point before a downturn in the nium positions, might lead to earlier hit £1,269,50 a tonne, 41 247.50 a tonne.

Early gains on the nickel mar-

LEAD Official - Unofficial -t

Lead Morning: Cash £337, three months £341, 41.5, 41. Kerb: Three months £342, 43. Afternoon: Cash £339, three months £343, 43.5, 44, 44.5, 45. Kerb: Three months £345, 45. 46. Tumover: 9,050 tonnes. U.S. Spot: 19-20 cants per pound.

Cash 756.5 + 1.5 754.5-5.5 756.5 + 1.5 757.5

ALUMINIUM

Oash 357.5 -2,25 539.40 5 months 541.5 -5. 344.5 Sattlem't 337.5 -2,5

boosetd LME aluminium values

on Monday. Further gains were

made only to be pared back on

400	E per	Ton	A	D			
380	_ <u>[</u>	H2A.	META			-	
360	_	,	Δ				
340	A	~				<u>-</u>	
320			-				
300	Sep		New 84	Dec	بطر 19	Feb 85	

a tonne fall on Thursday followto raise its New Caledonian production by 29 per cent this year. The market quickly rallied, however, and a £75 rise yesterday left cash metal £27.50 up on the week at £4,540 a tonne.

London's soft commodity markets were relatively quiet this week except for cocoa, which ended £42.50 up in the May position at £2,256.50 a tonne after reaching a 7½ year high of £2.266.50 a tonne earlier, Coffee prices fell back after May delivery and were pushed lower yesterday by currency factors and a sharp decline in

Silver was fixed 1.15p an ounce lower for spot delivery in the London builion merket yesterday at 549.5p. U.S. cent equivalents of the fixing levels were: spot 613.5c, down 0.95c; sixmonth 641.05c. down 0.95c; and 12.month 674.2c, up 1.15c. The metal opened at 548-551p (612-815c) and closed at 5472-5502p (608-611c).

SILVER per troy	Buillon fixing price	+ or	L.M.E. p.m. Unotfic')	+ or				
Spot	555,00p 581,70p 615,40p	-1,36 -2,68 -2,95	563.25p	=				
LME—(2,000 e2 contract): c8sh 545.5p (550.5p); three months 663.25p (588.5p). Turnover: 0 (0). Turnover: 44 (65) lots of 10,000 ez. Morning: lerge 1st ring three months 564, 63.5; 2nd ring three months 564,								
63.5, 63.2, months 5 ring three months 56	63.3, 63 63.0. Aft months 5	.5, 6/ emao	i. Kerb: 1 n: large	three 2nd				

COCOA Zino—High Grade Official/Unoficial prices: Cash am 782-7, pm 783-8. Three months am 783-90, pm 790-1: Settlement 787. Morning: Cash £755, 55. 56. Kerb: Three months £757. Atternoon: Cash £755, three months £757. Atternoon: Cash £755, three months £756, 56. 57. High Grade: Three months £7590 Kerb: Three months £758, 55, 60, 64. 63, 63.5. Turnover: 11.125 tonnes. U.S. Prime Western: 45-45.75 cents perpound. Sales: 3,596 (5,278) lots of 10

ICCO indicator prices (U.S. cents: per pound). Daily price for February 7: 107.05 (106.72); five-day everage for February 8: 107.54 (107.60).

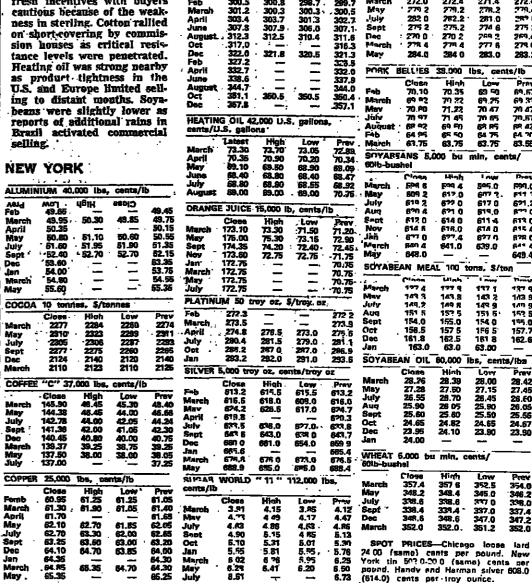
Merch Sales: 2,773 (1,703) lots of 5 tonnes

ICO indicator prices (U.S. cents per pound) for February 7: Comp daily 1979 136.08 (136.88); 15-day average 137.07

LONDON GRAINS Wheat: U.S. Derk

PRECIOUS METALS traded lower with currencies, with silver subject to more specuports Reinold Commodities. Copper was unchanged as heavy arbitrage selling was .. offset by a force majeure declaration at a Mineroperu mine. Aluminium was frac-tionally higher as commercial and dealer buying offset arbitrage pressure. Sugar moved sharply lower after selling by a technically orientated fund triggered stop-loss selling and long liquidation. Coffee prices fell sharply on the Brazilian auction results indicating sizeable quantities being channelled into the market. Cocoa was steady lacking fresh incentives with buyers cautious because of the weakness in sterling. Cotton rallied on short-covering by commission houses as critical resistance levels were penetrated. as product tightness in the U.S. and Europe limited sell-ing to distant months. Soya-

NEW YORK



WHEA		BARLEY		
Mnth	Yesterd'y close	* + or	Yesterd's	+ <u>o</u> r
May July Sept	112,00 116,30 118,25 96,50 99,80 103,50	-0.10 -0.10 -0.49	112,85 115,65 97,15 100,50 104,00	-0.15 -0.55 -0.10 -0.15
Yellow East C Feb 1 119.50, HGC prices,	French Coast. Bu 16.50, Ma Rest un A Locatio Food bu st 112.30,	Feb 14 orley: E orch 11 Quoted, onal criev: E	8 transh ngilah fe 17.50, Mi ex-ferm	ipment ed fob ey/July spot
JK me Deginn on HG(ing Mond CA calcula ga rates)	pefficien zy Febi rtions u:	t for the vary 18 sing three	(based

Business done — Wheat: March 112.10-1.90, May 118.30-6.15, July 118.25 only, Sept 96.85-6.50, Nov 100.05-93.80, Jan 103.60-3.50, Selas: 137 lots of 100 tonnes. Barley: March 113.00-2.85, May 115.85-5.65, Sept 97.15 only, Nov 100.60-0.50, Jan untraded. Sales: 17 lots of 100 tonnes.

RUBBER PHYSICALS — The London market opened slightly steadier; attracted active buying interest throughout the

and the second of the second o

day and closed steady, recorts Lewis and Peat, Closing prices (biryers): 65.00p (64.50p); March 78.00p (75.75p); April 76.75p (76.25p). The Kusta Lumpur Feb lob price for RSS No. 1 was 188.0 (186.0) cants a kg and for SMR 20 was 188.0 (184.5). PIGMEAT

p, per kilo (deadweight) April. 106.50 106.50 17.8.64.105.89
June. 105.10 104.30 105.1 114.20
105.10 104.30 105.1 114.20
105.20 107.90 102.8 101.50
Nov. 108.80 108.70 198.58 17.80
108.80 108.80 188.88 188.88 Sales: 74 (337) lots of 50 carceses, 3,250 kg.

POTATOES

SOYABEAN MEAL

per tonne 147.6 145.0 146.0 Yesterdays Previous Business close close done Sales: 223 (164) lots of 20 tonnes. SUGAR

LONDON DARLY PRICE—Raw augur \$114.00 (£102.00), up \$1.50 (up £1.00) a tonne for Feb-March delivery. White

Yest'day's close

Feb. 500.10 - 300.10 April 504.10 - 304.10 Jun.

Done

LONDON FUTURES

GOLD

Gold fell \$2½ an ounce from Thorsdey's close in the London bullon market yesterday to fleish at \$293-295°. The mtal opened at \$300°, 301 which proved to be the day's high and touched a low of \$298°, 295°. The softer trend was principally a reflection of the dollar's rise to record highs. (£35914-26954) (£26914-26954) (£268,825) (£268,590) Opening 850012-6 M'ni'g fix \$500,50 Aft'n'nfix, \$289,80 GOLD AND PLATINUM COINS

GOLD BULLION (fine ounce) Feb. 8

New York market prompted enforced covering of short speculative selling in London. positions. Cash aluminium failing to hold a break through Cash high grade copper, which gained £19 yesterday to end the the £2,400 a tonne barrier for week £25 higher at £995.50 a ended only £3 up on balance at tonne. Increased selling pressure in ket were wiped out by a £97.50 the New York market.

9900, 9895, 90, 95, High Grade: Three months £9930. Afternoon: Standard: Three months £9920, 24, 25, 30, 25, High Grade: Three months £9952, 55, Kerb: Standard: Three months £9952. High Grade: Three months £9960. Turnover: 1,835 tennes. COPPER

LEAD

	-:	·	-1101110101	1
High Grde	£	£	£	£.
Cash 3 months Settlem't.	1278.5-4		1247-8 1269,5-70	-3 -3,5
Cathodes. Cash	1249.50		1242-5 1264-6	 -3
Settlem't.	1250	4	ading repo	
that in the traded at	morning £1255, 54	53.5	h higher g three mo	rada nthe
Cesh £126 Higher Gr	0, three a	moath 88 m	74. Cetho is £1271, b onths £12	(erb: 74.5
74 Aften	100n: Hi 273, 72.5,	gher . 89,	Grade: 1 69.5, 70, 1 othe £1270	hree (eπb;
71.5, 72, tonnes. U.	73. 72.5	. Tu	mover: 3	2.950
ber bonuq		•		

TÜ

High Grde Cash 3 months Settlem't. Ttandard. £ £. Trandard. 9985.58-9 9935.45 3 months 9910-11-3 9920-5 Settlem't 9930 8 -Straitz E.589,15 -Tin-Morning: Standard: Cash £9930, three months £9910, 5900, 10. High Grads: Three months £9935, 40. Kerb;

INDICES FINANCIAL TIMES Fab. 7 Feb. 6 Mith ago Year ago 299,18,299,21 293,52 293,44 (Bess: July 1 1962 = 100)

REUTERS Feb. 8 Feb. 7 Mith ago Year ago 2020,0 2014,3 1932,5 1986,9 Base: September 18 1931 - 100) MOODY'S

Dec. 27Dec. 19M'th ago Yearago 965,9 966,4 _____ (Base: December 31 1931 - 100) DOW JONES Dow Feb. Feb. Month Year Jones 8 7 ago ago Spot 121.31 121.82 121.13 137.68 Fut, ;125.00 125.59 124.73 141.28

(Base: December 31 1974 - 100)

Spot 2 2 2 99.6 +19 3 months 1024.5 +18.5 1027.5 +18 Atuminium—Morning: £992, three months £1023, 24, 25, 25, 25, 24.5. Kerb: Three months £1024, 23, 22. Afternoon: Three months £1025, 27, 28. Kerb: Three months £1028, 27, 28, 28. Kerb: Teres months 1102, 21, 27.5, 27, Turnover: 16,900 tonnes. 8.m. + or p.m. + or Official - † HICKEL ! Spot 4485-90 -18.5 4535-45 + 75 3 months 4525-30 -3.5 4580-5 + 74

GRAINS Nickel Marning: Three months £4500, 10, 15, 20, 30, 25, 30, Kerb: Three months £4520, Afterneon: Three months £4525, 40, 85, 80, Kerb: Three months £4575, 70, Turnover: 1, 182 tonnex.

Northern Spring No. 1, 14 per cent, March 178.25, April/May 166.26, June March 178.25, April/May 166.26, June 166.25 transhipment East Coast. U.S. No. 2 Soft Red Winter March 162, April 163.05, May 164.75, English feed 160 Feb 113.25, Merch 114.25, April/June 111 East Coast, Maizer U.S. No. 3

Gilt-edged drift back from higher early levels Equity advance stalls on end-account sales

Option

*First Declara- Last Account Dealings tions Dealings Day
Jan 28 Feb 7 Feb 8 Feb 18
Feb 11 Feb 21 Feb 22 Mar 4
Heeding a broker's force Feb 25 Mar 7 Mar 8 Mar 18

Short term investors decided to realise profits on the last session of the trading Account and their sales reversed an early extension of Thursday's advance in London stock markets. The undertone of the two principal investment areas, however, remained very sound with traders forecasting further headway when the new trading period gets underway on Monday. Reflecting sustained foreign

buying late the previous evening. Government securities opened higher but demand was insufficient to maintain the price levels and the subsequent appearance of light profit-taking sales soon brought a reaction. Domestic institutional support was probably tempered by none-too-favourable comment about the market's trend since the sharp rise in clearing bank base rates. Also inhibiting interest was to 515p.

the strong possibility of new Government funding, and shortly after 3.30 pm the issue of £800m of Exchequer 11 per cent 1990 was announced; the stock is payable £20 on application at a minimum tender price of £973.
When Gilt dealings resumed after the usual recess, all quotational improvements in contrast authorities having earlier disposed of the remaining supply of Treasury 2\ per cept 2003, at 99. Sterling's late fall against a dollar, again hitting new peak levels, was also a restraining influence.

responsive to Wall Street's over-night rise and hopes were high that the FT Ordinary share index jobbers reluctant to increase their book positions and the Magnet and Southerns 8 up at situation changed quite quickly. 126p. Confidence began to return

EQUITY GROUPS

& SUB-SECTIONS

Figures to parentheses show much

of stacks per section

the day at 988.5. Over the week, the index was 11 points higher,

Heeding a broker's forecast of a cheerful dividend season next

again favoured holders, although business was generally slack and most prices finished below the day's best. Bass continued to benefit from a broker's lunch and touched 517p before settling 5 up for a two-day advance of 27

Aggressive buying on consideration of its oil interests, and news that the group had been awarded a multi-million pound contract for the construction of Land Securities' latest City development lifted Taylor Woodrow 17 to 377p. Ward Holdings' issues continued to attract tions foved a shade easier demand ahead of the annual although the shorts retained frac-results, due shortly, the Ordinary rising 8 more to 148p and with the long which closed the Deferred firming 6 to 14tp. down on the day. Index-linked Conder International, also Gilts eased similarly, despite the reporting soon, gained 8 to 64p in a restricted market. Elsewhere in the Building sector, comment in the Financial Times highlighting the group's U.S. prospects helped Ibstock Johnsen rise 6 to 273p. A progress Leading shares were initially report on the company's U.S. expansion lifted Attwoods the same amount to 94p. USMquoted Ramus, responded to would breach 1.000 again. End-favourable comment with a gain Account selling, however, found of 8 to 85p. Fresh demand in the

ICI were a quieter market ahead of the New York market's than of late and fluctuated propening, but the Federal Reserve narrowly prior, to closing 3 chairman's repeated warning that cheaper on balance at 860p; the large Budget deficits and massive annual results are due on Febru-

Est. P/E Ratio (Net)

Fri Feb 8 1985

Est. Gross
Earrags Dix.
Day's 'ireid's Yield's
Change (Haa.) (ACT at 30%)

| Index | Day's | Day's | Day's | Day's | No. | Change | High | Low | FT-SE 100 SHARE INBEX | 1295.3 | -1.0 | 1300.3 | 1288.5 | ---

FIXED INTEREST

126.70

145.84

125.91

6 Debestures & Leas | 107.21 +0.46 106.73

British Gen

2 5-15 years.

8 Ali stocks...

3 Over 15 years...

1 5 years...

Day's change %

+0.19 116.23 ~0.21 126.96

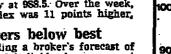
-0.11 146.00

-0.09 126.02

76.37 +0.59 75.92 —

... 109.34 --8.09 109.44

133.47 -0.38 133.97 ---



month, investors chased the major clearing banks higher from the opening. Rises of up to 20 or so were soon recorded before profit-taking developed reducing them by more than a half. NatWest, the first clearer to report preliminary figures on March 5, closed 10 better at 688p, after 695p, while Lloyds firmed 11 to 608p, after 620p. Barclays closed only a couple of pence dearer at 645p, after 655p, and Midland finished the same amount up at 347p, after 353p. Elsewhere, Standard Chartered were volatile, rising to 543p. hefore easing sharply late to close only 2 up on balance at

Secondary concerns provided acquired a near-16 per cent

stake in the company. annual results are due on reprinted to the property of the property of the property of the property of the profit of the profit

FT-ACTUARIES SHARE INDICES

These Indices are the joint compilation of the Financial Times, The Institute of Actuaries and the Faculty of Actuaries

| Index | Inde

1296.3 1289.5 1289.1 1268.2

5 years... 15 years... 25 years...

5 years...

25 years.,.

AVERACE CROSS REDEMPTION YIELDS

5 Coupons 6 7 High

12 Leans

0.30 14 Preference ..

0.37 15 Inflation rate

nd adj. 1985 to date

1.11

6.22

0.00

1.01

0.15

BRITISH GOVERNMENT INDEX-LINKED STOCKS

nd adj. today

_



area, Logica reacting 8 more to 320p and Unitech, which an-

nounced disappointing interim-figures on Tuesday, falling a similar amount to 250p. Oxford Instruments lost 7 further to

250p, while Ferranti gave up 6 to 140p. Checkpoint Europe

dipped 15 more to 145p for a

two-day fall of 50 following the aunouncement that discussions

with regard to a partial offer for

the company had been termi-nated. Adverse Press comment

left Chloride 5 cheaper at 35p

but Rotaflex came to life with

Leading Engineers displayed

mixed appearance. TI con-

tipued to make progress amid

rumours of a share stake chang-

ing hands and closed 6 dearer at 234p. Vickers edged up 3 more

to 236p ahead of the results, due

shortly, but GKN eased 6 to 196p

and Hawker closed a few pence

lower at 427p. Lake and Elliot jumped 121 to 78p on the cash bid of 76p, or share exchange

offer, from Suter. S. W. Wood, however, fell 3 to 17p on sharply

lower interim profits, while

Westland remained a poor mar-ket at 106p, down 5, on continu-ing worries about the company's

Among Foods, Tate and Lyle

Highs and Lows Index

1305.7 22/1/85 986.9 23/7/84 1305.7 22/1/85 986.9 23/7/84

12.02 30/7 /84

11.65 30/7/84 10.98 23/7/84 13.13 30/7/84

13.13 307 /84 12.20 30/7 /84 11.53 23/7 /84 13.18 30/7 /84 12.30 30/7 /84 11.40 23/7 /84 10.84 30/7 /84

12.99 1 /8 /84 13.04 31/7 /84 13.19 12/7 /84

4.02 30/7/84 3.82 30/7/84

المنتيفين أحامجه وإيا

.† 12.97 | 13.05 | 12.07 | 13.44 | 17/7/84 | 11.99 7/3/84

9.24 17/1/84

9.88 9/1/84 9.63 9/1/84 18.49 13/3/84

10.41 97.784 9.87 97.784 10.62 6/3/84 10.61 13/3/84 9.96 97.784

11.18 22/3/84 11.29 29/3/84

11:29 29/3/84

3.16 4/1/84 2.99 4/1/84

Year ago (approx

9.73 10.22 9.85 11.00

10,77 10,16 11,15 10,92 10,23 9,81

11.48 11.56 11.57

11.07 10.81 10.38 11.77

11.26. 10.71 11.93

11.41 19.73 10.18

12.17 12.26

12.06 12.13 11.94 12.00

10.77 10.42 11.78

11.18 10.63 11.91 11.36 10.69 10.16

3.36 3.35 3.20 3.19 3.18 3.00

as improvement of 8 to 160p.

the other hand, bid favourite stocks remained a depressed Yorkshire Chemicals attracted area, Logica reacting 8 more to fresh support and gained 4 more

Body Shop up again

the features in Stores. Body Shop, still reflecting the bullish tenor of the chairman's annual review, advanced 35 more making a jump of 120 on the week to 675p. Vantona Viyella rose 9 to 298p and Selincourt improved 2 to 201p following speculative support, while Our Price gained 5 to 368p awaiting Monday's interim figures. Mailorders revived with Freemans. at 174p, and Grattan, at 166p, up 6 apiece. Sumrie, however, encountered selling and dropped to 55p on reports that the chief-executive had left the company. Leading Retailers turned irregular after the recent strength. Debenhams cheapened a few pence to 214p on the chairman's reported denial of any bit overtures from Hanson Trust Among Shoe concerns, Stylo dropped to 165p before closing 7 down at 170p following the announcement that the Government of Kuwait has

helicopter order book. Leading Electricals failed to show little signs of resistance at the end of another drab week. Plessey eased 2 to 170p and rose 9 to 462p following comment on the group's new sucrose-based sweetener, but Rowntree Mackin-tosh shed 5 to 360p, after 355p, on news of the £32.3m acquisition of the Original Cookie Company, a U.S. retail biscuit busi-

1984-85

ness. Avana continued to attract in the group's ADRs on the buyers and moved up 16 to 619p, American Stock Exchange, Imps while Meadow Farm rose 20 to opened easier yesterday at 212p 370p in a restricted market. Buyers came for Bassett, up 11 more

Booker active

The miscellaneous industrial eaders moved indecisively before settling a few pence lower on the day. Elsewhere, Booker McConnell were actively traded as speculation ebbed and flowed on whether Dee Corporation will renew its bid; after moving between 270p and 250p. Booker eventually settled at 261p for a fall of 2 on the day. Dee also traded briskly and closed 2 dearer at 214p, after 216p Comment on the interim figures prompted renewed firmness in Aaroson, which put on 5 further 99p for a two-day rise of 18. TSL Thermal Syndicate featured a jump of 39 to 155p on the sharp recovery in annual profits, while favourable Press mention left Syltone 14 to the good at 186p. Christies International revived with a rise of 8 to 518p. Metal Closures, an old bid chest-nut, put on 4 further to 164p, while British Aerospace improved 8 to 360p in belated response to newspaper comment.

Horizon Travel attracted speculative buying on rumours of im-minent bid developments and gained 16 to 148p. SelecTV lost a penny to 11p following the cautious half-year statement.

Jaguar were again outstanding in Motors, rising steadily to close a further 18 up and 37 better on the week at a 1984-85 peak of 340p; heavy domestic and U.S. buying continued to reflect a broker's circular and also several analysts' meetings with the company during the past week. Elsewhere, Dunlop moved up sharply after-hours to finish the day a net 5½ higher the group's financial re-structuring plans in order to ward off the unwelcome bid from BTR. Frank G. Gates were marked 10 lower to 78p on news that the bid from Carroll Motor Corporation had lapsed.

Continuing talk that Associated Newspapers is considering floating off its North Sea oil subsidiary, Blackfriars Oil, and Press comment highlighting its substantial property assets brought about a further sharp rise in the shares which jumped 40 more for a rise of 105 on the week at 830p; Daily Mail-"A" added † more to £13† in

Properties made further selective progress following Press nent dighlighting ti pects for companies with City-based portfolios. Elsewhere, news that the Kuwait Investment Office had placed its 7.8 per cent stake in the group with various institutional investors dampened recent takeover speculation in Stock Conversion which slipped to 425p prior to closing a couple of pence cheaper at 428p. Alfred Walker gained 5 to 90p in a restricted market: Louis Peralta has resigned from the board and sold his entire holding of 175,000 shares.

Towles "A" attracted speculative buying and closed 18 up at 76p despite the chairman's insistence that he knew of no reason why the shares should move up so sharply. Elsewhere in Textiles, Coats Patons, at 163p, and David Dixon, at 168p, gained 6 apiece, while Dawson International put on 9 at 305p.

After a heavy overnight trade transacted.

Industrials Financial and Prope

behind a cautious circular from Thursday's half-year figures, before railying late to close 2 dearer on the day and 21 higher on the week at 215p. Bats, also popular on the American SE earlier this week, closed 6 better

In Financial Trusts, New-market advanced 12 to 1882 ahead of Monday's preliminary results and Flextech put on 4 more to 92p following comment on the bumper half-year profits. London investment Trust, how ever, weakened to 251p before closing 1½ lower at 27p.

at a 1984/5 peak of 386D.

Falcon resources volatile An eratic week for the oil majors ended on a quieter note. Leading quotations opened steady, but began drifting on lack of support and end-Account offerings. The reappearance of buyers after hours' helped most issues close above the worst. American demand was noted for from 537p to close unchanged on balance at 545p. Shell settled 7 off at 745p, a two-day fall of 15, but Royal Dutch ended ‡ higher at £48‡.

Business, among secondary ssues was again dominated by Falcon Resources, which moved between extremes of 448p and 490p prior to closing a net 32 up at 475p; earlier in the week, excitement about the group's drilling prospects peaked. Resources, Great Western believed to have acreage close to Falcon, moved ahead in late dealings to finish

Golds remain subdued at 421p following chairman Sir weary conclusion as the con-michael Edwardes' success in the dollar adjourning the EGM to improve the group's financial restriction. A totally uninspiring week in

\$300 level once more to close a net \$2.75 off at \$299.25 an ounce. Easier indications overnight from Wall Street led Gold share prices lower in London. Trading remained extremely thin with a marked lack of interest from Continental and Cape sources.

Falls among top-quality stocks rarely exceeded a point, however, with the exception of Vaal Reefs, £80;, and President Brand, £21;, both 11 lower. Blyvoor, 716p, and Welkom, 593p, gave up 34 apiece among marginal counters. The FT Gold Mines index dipped 12.6 to 484.5 — a rise of only 2.5 over the five-day period.

Interest in London domiciled Financials again centred on RTZ which attracted buying for the after 672p.

Dull in overnight Sydney and Melbourne partly reflecting the weakness of international commodity markets, leading Australians regained composure in London dealings, and falls were generally reduced to a couple of pence. Western Mining eased a penny to 221p — a decline of 15 on the week following unimpressive mid-term results.

Demand for Traded Options subsided slightly with 6,994 calls and 2.536 puts struck. The week's daily average amounted to 9,100. Operators dislayed fresh enthusiasm for Jaguar following the buoyant underlying share price with 2,658 calls done, 1,092 in the March 300's which rose 16 for a two-day advance of 25 at 42p. Imperial Group also remained to the fore and attracted 1.138 calls. The short Gilt contract was lively with 321 calls and 121 puts

FINANCIAL TIMES STOCK INDICES

	. 8	7	6	. 5	4	1 1	ago
Government Secs	80,04	80,24	79.52	79.53	79.97	79.87	53. 49
Fixed interest	84.04	83.86	83,61	83.50	85.10	83,44	87.13
Ordinary							
Gold Mines							
Earnings, Yiq.3 (full)							
P/E Ratio (net) (*)							
Total bargains (Est.) Equity turnover 2m.	25,555	24,990	25,713	24,606	24,706	26,386	24,131
Equity bargains		22.659	21.388	20.980	200.04	19.736	305,38 30 935
Shares traded (ml)	i	218.8	182.3	190,2	129.8	145,9	189,1

10 am 994.3, 11 am 991.3, Noon 984.7, 1 pm 984.5, 2 pm 985.6. 3 pm 967.9.

Mines 12/9/55, SE Activity 1974.

HIGHS AND LOWS S.E. ACTIVITY

	1984/85 Since C	ompliat'n		1 780.	, Feb.
	High Love High	1	Dally Gift Edged		-
Govt. Sec.	85.77 1 75.72 127.4 (8/184) (50/786) (8/186)	49.18 (1) 1/75	Bargains		140,4
Fixed int	87.48 80.45 150.4 (14/6/84) (50/7/84) (28/17/47	50,53	Value 5day Average	879.7	766.3
Ordinaty	(22(1:185); (25:7/64);(22:1/85)	/70/E/40	Git Edged Bargains Equities	151.1	154.1
Gold Mines	711.7 4 9.5 734.7 (8/5/84) /25/1/85) /15/2/85)	43.5	Bargains	135,8 710,5	135.1 690.4

LEADERS AND LAGGARDS

Percentage changes since December 31, 1984, based or

Thursd	ay, Feb	ruary 7, 1985.	
hipping and Transport	+18.07	All-Share Index	+ 4.90
files Equipment	+16.14		+ 4.49
evrspepers, Publishing	+15.99	Insurance (Life)	+ 4,44
hemicals	+13.97	Food Manufacturing	+ 4.05
surance Brokers		Gold Mines Index	+ 3.80
elephone Networks	±11,92	Insurance (Composite)	+ 3.70
ils	+11.28	Mechanical Engineering	
obaccos	+ 10.88	Industrial Group	+ 3.46
ther Groups	. + :10:76	Consumer Group Browers and Distillers Food Retailing	+~3.02
lotors	+10.75	Brawers and Distillers	+ 2.55
lerchant Banka	+10,53	Food Retailing	
axtiles			+ 0.74
ther Industrial Materials	+ 8.54	Electricals	+ 0.56
anks	+ 8,98	Letsure	+ 0.08
westment Frusts	+ 8.43		
lining Finance	:+ 8.10	Property	— 0 91
ackaging and Paper		Building Materials	
verseas Traders		Capital Goods	- 2.35
nancial Group	+ 5.39	Contracting, Construction	- 2.73
letals and Metal Forming	+ 4,93	Electronics	11.50

OPTIONS

Deal- Declara- Settleings ings tion ment Feb 4 Feb 15 May 9 May 20 Feb 18 Mar 1 May 30 June 10 Feb 18 Mar 4 Mar 15 June 13 June 24

For rate indications see end of Share Information Service Call options were arranged in Kia Ora, Downibrae, Falcon Resources, North Kalgurii, Bluemel Bros, Aran Energy, A.B.

Electronic Products. Pentland Industries, Atlantic Reseources, Amstrad Consumer Electronics, Armour Trust, Burmah Oil, New Court Natural Resources. C. H. Bailey, Amalgamated Estates, Combined Technologies, Oliver Prospecting, Bridon: Weir. Exca International, TL Premier OII and Inter-City. No puts were reported, but doubles were taken out in Falcon Reseources and

W. bis 0

BREWERIE:

1 44

a dec

4.5

RECENT ISSUES

EQUITIES

			,			<u> </u>		···
58	tens tens tens tens tens tens tens tens	1984	/85	Stock	9mg		4 × 6 ×	5 L S
factor	F 2 2 5 5	High	Low		8 .		50 F	92.5
100 510	F.P. 8/6	14	28 12	Alexandra Work.		-2	bg4.5 2.5	5.0 11,4 4,3 16,9
\$105	F.P. 18/8	10B [1	12 04. 21	Bluebird Toys ! Cons. Tern. inv	n.20p;104		บ3,15 2.: มd5.0 2.(6,9,19,5
ii ii #55	F.P. 5/2	325 3 57	00 48	isp.AssetsTst Wa *Memcom intl. *Optometrics(U.	10p., 300	10	3.5 4.1	1.7 19.2
100 468	75 1/8 F.P. 13/8	84 95	77 82	Pacific Assets To +Spafax Televis	t.50p 84		PS'0; S'9	5,0 17.1
5174 195 20	F.P. 1/3 F.P. 8/3 F.P. 21/1	138 1		∰Synapse Comp' ∰Whitworth'sFoo Williams (Rex) Le	od5p.125		igd1,6 5,1 ud2,0 1,8 u0,91 1,4	. 2.3 66.5
•			:					.,

FIXED INTEREST STOCKS

latus Tino	Paid up	1984/85 High Lov	Stock	Closing price &
II N	1 15/2 P. 22/3 D 19/6 B 15/3 II 13/2 P. —	344 27 54 50 1024 99 304 24 2975 24 11pm 8p 995 98 11pm 70p	African Day, Bank 1117 Ln, 2010 Fritxstowe Dock Pri. Units 1	51 102 + 1e 2531 + 1s 5pm - Z 993s + 14 12pm + 2

"RIGHTS" OFFERS

Issue			Latest Renunc.	1984	485	Stock	E 0	+9
price	50	date	High	TOM .		용호	[-	
370 88 150 Ir.18 80 58 650 17 260cts 121 ₂	MII NII F.P. MII F.P. MII F.P.	22/3 19.3 4/8 11/2 21/3 1/3 1/3	98pm 30pm 14pm 16pm 45 875pm 87 72pm 13pm	24pm 11pm 15 15pm 42 ½ 160pm 19 ½	Bunzi. First Castle 10p. First Castle 10p. McCorquodale Memory Computer 10p. Newman-Tonks. Premier Cons. 5p Samuelson Grp. 21 Watker ID, & W.) 15p: Westwood Dawes '8' 121pp	24pm 13pm 16 13pm 45 340pm 27 58pm		
I				• •				

Renunciation date naually last day for dealing free of stamp duty. b Figures based on prospectus estimates. d Dividend rate paid or payable on part of capital, cover based on dividend on full capital. g Assumed dividend and yield. w Forecast dividend cover based on previous year's earthings. F Dividend and yield based on prospectus or other official astimates for 1985. H Dividend and yield based on prospectus or other official estimates for 1985. H Dividend and yield based on prospectus or other official estimates for 1985. H Dividend and yield based on prospectus or other official estimates for 1985. H Dividend and yield based on prospectus or official estimates for 1985. H Dividend of Places of the prospectus of prospectus of the prospect

Samuel Heath

Despite higher turnover, Samuel Heath and Sons, a manufacturer of a wide range of pro-ducts in giftware and hardware reports profits down from £155,000 to £125,000 to the first half-year to September 30, 1984. Margins came under considerable pressure in the period, states Mr S. B. Heath, the chair-

During the half-year, bathroom fitting manufacturer Holt Siron and Go was purchased for £198,000 cash and moved into the main Birmingham factory.

was sold in December 1984 for £50,000. Turnover was up from £1.94m to £2.11m; of which exports accounted for £533,000 (£497.000) and home sales £1.58m (£1.44m).
The chairman says that three-The chairman says that three-month Christmas trading period was satisfactory, but uncertainty remains over the last quarter of the financial year. In the 1983-1984 year profits before tax were shown at £478,000 (£447,000) with dividend of 22p net per 50p ordinary share. The company has close status. Tax absorbs £56,000 (£81,000)

The directors says that it has for the half-year leaving net pro-taken rather longer than autici- fils of \$69,000 (£75,000). Earnpared to settle the company ings per 50s ordinary thare are down but its leasehold factory shown at 20.5p (22.1p).

・れはっとう	MIL	v r	Mbbi	3		٠.	ı
	Y	esterd	ау	On:	the w	eek	١
	Riaes	Fells	Same	Rises		Same	ı
	32	52	21	258	184	79	ı
Foreign Bonds	27	5	42	97	. 87	182	ı
	283	308	847	1,590	1,334	4.304	l
8 ,	184	704	278	817	457	1.448	ı
	. 16	41	65	124	167	325	ı
	. 0	9	. 8	74	26	. 45	ı
	17	75	87	215	272	409	ı

88 .51 .60 449 276 301 633 645 .1,407 **NEW HIGHS AND LOWS FOR 1984/85** NEW BIGHS (189) NEW LOWS (18)

DISES AND FALLS

ELECTRICALS (3) ENGINEERING (1) INDUSTRIALS (5)
PROFY Star Completer
2. V.W. Thermax LEISURE (1) Charterhall OILS (2)
Charterhall PLANTATIONS (7)
Applied Sotahics MINES (4)

ACTIVE STOCKS | Above average activity was noted in the following stocks yesterday | Closing Day's | Closing

THURSDAY'S ACTIVE STOCKS

Based on bargains recorded in SE Official List | No. of Thurs. | Day's changes close | Changes close | Changes close | House Thurs. Day's close changs 443 -57 253 -18 657 -12 450 -10 228 +14 213 + 8 322 +17 Stock c
Falcon Res.
Booker McCon.
RTZ
Thorn EMI...
Il Imperial Group
Jaguar

5-DAY ACTIVE STOCKS

Based on bargains over the five-day period ending Thursday
Lest Change
No. of Thurs. on No. of Thurs. on week +63 +31 +20 +15 +15 +32 Stock changes
R'T Indo 85
Imperial Group 78
Grand Met 74
Beachem 73
Pilyington Bres 71
Toolal 70
GEC 69 if Thurs is close 380 213 307 357 321 .77 138 325 111 110 107 98 98 92 443 450 863 669 645 752 196

Equity section or group Base date 30/11/84 Equity section or group Food Manufacturing...... Food Retailing 517.92 1646.65 29/12/67 29/12/67 29/12/67 114.13 287.41 261.77 96.67 100.00 31/12/80 Health/Household Product 30/12/77 10/04/62 -31/12/75 -30/04/82 -31/12/77 63.75 100.00 100.00 100.00 100.00 31/12/74 British Government. Co. Index-linked 31/12/74 Overseas Traders . 153.84 162.74 31/12/71 100.00 Debs. & Loans... 16/01/70 76.72 1000.00 30/12/83 † Flat yield. A list of the constituents is available from the Publishers, the Financial Times, Bracken House, Cannon Street, London, ECA, price 15p, by Post 28p.

CONSTITUENT CHANGES: Both and Portland (10) has been deleted and replaced by Norton Opax (32). Harmbro Life Assurance (69) has also been deleted but

K INDICE

5 79 27 73 25

E. ACTIVITY

GARDS

4

. Production

Inini Bank for Rec and Gev 17.5eclan 2003 £107 freland 12-sprin 2008 (res) £105 4 5 Malaysia 72-sprin 1938 (res) £1003 5 21 E4-ris (£52) New Zealand 11/200 2014 (res) £933 43 5 9 (£2) Spain (Kingdom of) 12-scin 7958 (res) £100 (62) Sweden (Kingdom of) 17-scin 2012 £20 00 £2/11 4 1; 17-5ecin 2010 (res) £1091; £421 Trinidad and Tobago (Republic of) 12-spcin £100 (res) £94 (£52)

CORPORATION & COUNTY GLC 6-lept 1996-92 5754 4 6 1 1 1 6 6 arnet 12 upc Red 1987 £1001; 11:21 Birmingham Sec 1947 (or alter) £23 h (5:21, 3pc 19602) 1952 or alter) £23 h (1:21 51004 14/2). 1349c 1969 51034 51034 14/2). 1349c 1969 51034 64/2). 1350 Red 1985 \$1004 (6:2).

2.5 (4.2) S. Helens (Met Borough of) 11 (pc Red 1985 £98), (602). Salford Corp Sypc Red 1986-88 £814 1. 2/a 1. Stocknort (Met Borough w., 1985, 59 k (142) 1985, 59 k (142) Tyne and Wear CC 120c Red 1936 £981

UK PUBLIC BOARDS

Ficultural Montage Corp Sign Db-1993-95 £61 (4/2), 61ec/b 1992-84 £691, 61ec/b 1985-90 £79 804 (172), (lac0b 1991-93 £794, 94ec/b 1980-1985 £099- (6/2), 94ec/b 1983-86 £75 £091- (6/2), 94ec/b 1983-86 .(5;2) Port of London Atuherity 3sc A 1929-99 £344 (6/2). 6'zoc Rep 1967-90 £85's £6/2)

COMMONWEALTH GOVT. South Asstralan 3pt Cods 1946 (or after): 528-1 1
Southern Rhodesia 4pc 1972-74 (Unassented) 5169 (6/2):
Morroral (City of) 3pcDb 5204 (5-2)
Jersey Electricity 6pc 2000 57442 55-

FOREIGN STOCKS (coupous payable in London) (COUDOUS PRYADLE IN LORDON)

China (Republic of) SpcO Gold Eds 1925
Drawn Bds (\$100) £131; 4. Spc Gold In
1913 (French Iss) £12
Greece (Kingdom of) Net Mig BR of Gr.
70c (2*10c) (£of 1955) £10 6972;
Fortugal (Republic of) Ext 30c (\$t Ser):
(Stamped) £40 (5)2;
(Stamped) £40 (5)2;
(Sto De Janeiro (State of) Brazil 51;00Cm
(5tig Ln Bds) £75 (6/2)
(Northern Indiana Public Service Fin 17 lace
(Gid Notes 15-4163488 \$100); (42);
CORPORATIONS—FOREHEN
Dresden (CRV of) 51;255(3)41 1927 £10
(5/2)

COMMERCIAL, INDUSTRIAL

A-B

Armitage Shanks 10pcLn 1989-94 £87 (4,5)
Aspro-Nicholas Shacett £11 45 (5.21
Aspro-Nicholas Shacett £11 45 (5.21
Asportated British Foods 6)pccDb 1991-86
£93; (1/21, 7\u00e4pcDb 1998.93 £781;
5\u00e4pcLn 1887-2002 (50p) 25.7 7\u00e4pcLn 1987-2002 (50p) 25.7 7\u00e4pcLn 1987-2002 (50p) 25.7
Associated Dairies 9\u00e4pcpf £1) 110
Associated Belging 9\u00e4pcpf £1) 110
Associated Fisheries 5\u00e4pcpf £1) 110
Associated Fisheries 5\u00e4pcpf £1) 1989-94 £71;
£4(2),
Astociated Fisheries 5\u00e4pcpLn 1989-94 £71;
£4(2),
Astociated Security (Midds) 3ocPf £11
13.5 £0cLn 1990-95 £295 £295 £21
Automotive Frads 3.5xcPf £11 341; (1/2),
10.4xcDn 1990-95 £397; (5/2)
Avon Rubber £30cPf £1151
Avon Rubber £30cPf £1151
Avon Rubber £30cPf £1151
Avon Rubber £30cPf £1151
Aga_ttoky Fits Rate Capital Nts 1986-90

Avon Rubber 4.9och* (£1) 51

Avon Rubber 4.9och* (£1) 51

RAY Inds Fits Rate Capital Nts 1985-90

£887

BEST George* 1991-93 (£77-922 (£12)

BICC Society* (£1) 49% 5-specially* (£1)

44 (£12), £1-145, \$1-14

STOCK EXCHANGE DEALINGS

Datails of business done shown below have been taken with consent from last Thursday's Stock Exchange Official List and should not be reproduced without permission.

Datails relate to those securities not included in the FT Shars Information Vices. Unless otherwise indicated, denominations are 25p and prices are in pence.

The prices are those at which the business was one in the 24 hours up to 3.30 pm on Thursday and settled through the Stock Exchange Talisman system: | Laing (John) A. Non-Vig 204 5 |
| Laing (John) A. Non-Vig 204 5 |
| Laing Group 6 (arc Db 1981-86 £921; 16/2). |
| Specin 1988-93 E71; 16/2). |
| Lanca (200 110 |
| Laporte 1988-91 (Hidge.) 51-052ndP! (E1) |
| Lanca (201 110 |
| Laporte 1988-95 |
| Lanca (201 110 |
| Laporte 1988-95 |
| Lanca (201 110 |
| Laporte 1988-95 |
| Lanca (201 110 |
| Laporte 1988-95 |
| Lanca (201 110 |
| Laporte 1988-95 |
| Lanca (201 110 |
| Lanca

(\$72) \$1000. Page Page \$7007 (\$1) 43 (\$72) Cecah: 1000.n 83-88 £68. (4(2) Cecah: 1000.n 85-22. (4(2) 51. (6(3) 51. (6(2) 51. (6(3) 51. (

Crystalate Supclin 2003 £128. 94ptln: 69-2000 £285

DRG 7/aptln 85-91 £78/s; 9: 14 (6/2)
Dalpeto 4.85ecPf £(1) 57 (5/2). 7ecDb
£2-87 £88 (5/2)
Data General Corp (50.01) 5700 (4/2)
Davis Methodic (10p) 135 (5/2)
Davis Methodic (10p) 49 (5/2)
Davison Inter 7/apcDb 85-90 £81 (6/2)
Davison Inter 7/apcDb 85-90 £81 (6/2)
Davison Methodic (10p) 49 (5/2). 7/apcDb
La 2002-07 £61/h 2/1 (5/2). 7/apcDb
La 2002-07 £61/h 2/1 (5/2). 7/apcDb
Debenhams 6-pel 110cln 93-98 £218 9
Delta 6sc1stp7 £11 47. 4/apc2adPf £13
35 (6/2). 7/apcDb 85-90 £81
Devinger Partner (10p) 24
Dictie £1.4 40 (5/2)
Domoldon later write to sub 14 5, 1986
Tell 40 (5/2)
Dowoldon later write to sub 14 5, 1986
Dev Chemical (25/20) £30/b
Devy 7-pcLn 86-91 £75/b
David Methodic (10p) 96 (5/2)
Daniolo 54pcPf £11/75 6 ½ 7 ½ 8
Dariolo 54pcPf £11/75 6 ½ 7 ½ 8

E-F E—F

Esst. Midland Affeed Press 105 (4/2). Spc. Pf (5:1) 37 (4/2). Spc. Pf (5:1) 37 (4/2). Spc. Pf (5:1) 37 (4/2). Spc. Pf (5:1) 40. Spc. Pf (6:1) 40. Spc.

Fil Gp 7.7pcPf 95-99 (£1) 1092 34 Fairview Estates 13.85pcDb 2000-03 £111 FII Gp 7.7scPt 95-99 (£1) (Gpt 3c Fairview Estates 13.85pcbb 2000-03 £111 Fairview Estates 13.85pcbb 2000-03 £111 Fernand 5.6sctstpt (£1, £5 Fine Art Developments 84pcLe 86-91 £82 (\$12) Fisions 61pcbb 84-89 £831; (4/2). 51pcLn 2004-09 £54 (£12) Foots (£1) 12 (4/2) Foots (£1) Neto (5p) 25 Foots (£1) Neto (5p) 25 Forting (£1) Neto (5p) 25 Fortinster Capital Corp 6xcLn 81-87 Fortinster Capital Corp 6xcLn 81-87 Foots Minsep 42pcP1 (£1) 120 (4/2) Foots Minsep 42pcP1 (£1) 502 (5)2). TopcLn 90-95 £131 (4/2) Francis Intis 9xcLn 84-99 £75 (4/2) Francis Intis 9xcLn 84-99 £75 (4/2)

G—H G—H

GET Inter 10xLn 87-92 £861: 16:21
General Electric 74-pcla 87-92 £761:
General Electric 74-pcla 87-92 £761:
General Electric 74-pcla 87-92 £761:
GET 10xLn 87-92 £761: 10xLn 97-92 £761:
GET 10xLn 87-95 £791: 10xLn 97-95 £91
GET 10xLn 87-95 £700) 374 £721
GET 10xLn 88-95 £700) 374 £721
General Electric 85-95 £700) 374 £721
General Electric 85-95 £700) 374 £721
General Electric 85-95 £700) £8-364 £721
General Electric 10xPcla 94-99 £801: 1.
General Electric 10xPcla 94-99 £801: 1.
General Electric 10xPcla 94-99 £801: 1.
SE 28-6524
General Electric 10xPcla 97: 10xLn 91-95
£88-6524
General Electric 10xPcla 97: 10xLn 91-95
£88-6524
General Electric 10xPcla 97: 10xLn 91-95
£88-6524
General Electric 10xPcla 97: 10xPcla 1

16/21
Half Engineering 5.55pcPf (£1) 59% (4/2)
Half Engineering 5.55pcPf (£1) 59% (4/2)
Halfiborton 425.50) £2716
Hadmer (A40:25) £6 (1/2)
Harfareaves 10(pocDb 92-97 £87% (6/2)
Harfs (P.) 719cPf (£1) 48
Harfs (P.) 719cPf (£1) 52: 31% Harrisons Crosheld 61:pcr/ (bil) as (5[2])
(5[2])
Hawker Siddeley ShocPf (£1) 44½ (5[2), 71:pcD6 87-92 578-94, Harlewood Foods 7.5;cPf (£1) 576
Headlam Sims Coggins 5.5;cPf (£1) 40:

Hagiswood Charles S. Specif (£1) 607 Hagiswood Charles S. Specif (£1) 407 (£12) 417 (£ E7312 4 Wyndham (20b) 3 4 (8:2). NV (20b) 2 (5/2) 90CP (1999 (20p) 13 (6/2). 18octa 75-91 (80; 1572) Humphrips 23

1-J-K

1CL SpeDb 83-88 £814 44;2), 54pcDb

81-86 £812 (172)

1M; 74pcLn 88-93 £77 (172)

1Mingworth Morris SipcPf (£1) 51

-Cl 54pcLn 94-2004 £52 ½ ½. 74pcLn

86-91 £791½ ½ 80 ½; 1 ½. 8pcLn

86-93 £791½ ½ 80. 704pcLn 91-96

£924 3 ½ ½

1mperial Cold, Storage 470.25; 170

1dperial 6-9pcLn 2004-09 £61 (1/2).

7-5pcLn 2004-09 £67 (6/2). 10.5pcLn

90-95 £92½ ½ 3 ½ ½. 8pcLn 85-90

£155-½ 6½ 7);

1mc Alloy, Products 11pcDb 96-2001 £93

(A/2)

(A/2) (4/2) Imilant 1pcPf (E1) 282: 7: Imight 1gCPI (E1) 282: 7:
Jakeson C, M. S. 1 (SpcPI (£1) 104 (4/2)
Jamesons Chocolates (10n) 79
Johnson Firth Brown 11.05pCPI (£1) 84.
1 TyCLe 32-38-574 7;
Johnson Matthey 5-bsCDb 38-90 £77
-(1/2) 7-typcDb 90-95 £764
Johns Stroud 10pcPI (£1) 107 82 (4/2)
Kennedy Smale Sochet (£1) 42 (4/2)
Kent (6, B.) 5pcPI (£2-p) 22-bg
Gingsley Foreign 5-8-5pc (£1) 39 (4/2)
Kirsh Trades Group PR 0.01 95
Kynoch (G. G.) 1055 55 (5/2)

L-M LRC International 10tpcLn 1990-95 290 (1/2) Ladbroke Grosp SpcLn 1990-92 £80th 1 (1/2)

Jun. Sept

1.57

90 105 68 80 45 65 32 -

2 4 10

6 12 15 20

5 10

| 220 | 120 | 123 | 129 | 240 | 100 | 103 | 109 | 260 | 80 | 83 | 89 | 280 | 60 | 63 | 69 | 300 | 42 | 49 | 54 | 330 | 23 | 35 | 39 |

42 | 46 | — 23 | 28 | 32 9 | 15: | 18

Feb. 8. Total contracts. 9,550. Calls 6,994. Puts 2,556, Underlying security price.

018 - 018

45'; (5.2). Bpcbb 1993:98 277, 104pc
Db 1994-99 192:)
Les (John J.) (109): 103 to 4:0
Lewis Lighth Partnership SpcP! (E1) 42
3. 7':pcP! (E1) 31
Leusts investment Trust 6-pcbb 19851990 280:)
Lew Sarries and 145 (6,2). 8-pcln 19921997 [78]
London Midland Indust. 6-lpcln 1983-88
183's 172!
London Northern Group 5-4pcP! (E1) 60
Lonribo 104,6c1stbb 1997-2002 1891;
(112). 9pc2nd0b 1997-92 288 12-hpc
2nd0b 1998-90 21095; (43) 43 (41):
Lucas Industries 7-4pcln 1993-88 2891;
9014 (512). 10-hpcln 1992-97 1901;
M.K. Electric Group 1992-97 1901; 90'4 (5/2). 10'spcLn 1992-97 190':

M.K. Sleetrie Groop 7'spcLn 1986-91
E8'3

M.Y. Dart Did. (100) 16.

MacCorquodale SupcLn 1990-95 E62:

McCorquodale SupcLn 1990-95 E62:

Masone Construction (4:2)
Magilet Southerns 5.25pcPf (£1) 70
Manders (Hidgs.) SpcPf (£1) 391 (4/2)
Mandanese Brooze Hidgs 8 (4pcPf (£1) Manders (Hides.) Spect (£1) 591: (4/2) Manganers Broons Hidgs StapeM (£1) 571; (6/2) Manganers Broons Hidgs StapeM (£1) 571; (6/2) Manor Mational 105:popt (£1) 69 70. 12pctan 2003 £73 Napise Co (Hidgs.) 104:pst.n 1998-2002 £82 Marchwiel 9pcM (£1) 1071; 9 10 (1/2) Marks Spencer 7pcM (£1) 561; 10pcM (£1) Marshalls Heiltar 10pcM (£1) 108 (4/2) Massay-Ferguson Hidgs 71;pcbD 1987-92 £7214 E721/ May Hassell SpcPf (£1) 40 Men2les (John) 9pcPf (£1) 110; (1.2) Metal Sax 2.8pc2ndPf a£1) 32 (5/2). 101/pcLn 1992-97 £92/y 4 (4/2) Micro Business Systems SpcLn 1997 101-pcLn 1992-97 E921 la (4/2)
Micro Business Systems SpcLn 1997
E106
Milchell Cotts 13pcLn 1990-95 £1256
Monsamo SipcLn 1992-97 £61 (4 2)
More O'Ferrall 10pc2ndff £11 95
Morgan Crecible 91-pc0b 1995-2000
£8512
Morton Sundour Fabrics Spc1stPf 28
Moss Bros (20p) 313;
Mysom Group (10p) 72 (6/2)

N-0-P Valor SipoPri (£1) 190 (4/2) Vickers SocPri (£1) 591: 60 Victoria Carpet Hidgs 36 NSS Newsagents 10pcLn 1990-2000 £127 (5)2) NSS Newsagents 10pcLn 1990-2000 £127 (5:2)
Newer Group SpCP(£1) 53 (6:2)
Newer Group SpCP(£1) 53 (6:2)
Newer Int. 7pc1stPr £1) 57 (6:2) 8pc
2ndPr £2) 53 (6:2). 74pcOb 1985-90
184 (6:2). 74pcOb 1985-90
184 (6:2). 74pcOb 1985-90
184 (8:2). 74pcOb 1985-90
185 (6:2). 74pcOb 1985-(4/2) Oldera Hides (20p) 100 5 Opperman (Hides) 7 upcDb 1987-92 £81 ;

Opperman (fildgs) 7-4pcub 1597-5-(6r2) Orlfume Intl. SA (51.50) E6U (6/2) Owen Owen SpcLn 1985-91 £165 14 2) Owda-Owen apt... 1985-91 F165 14 2)
Parker, Kneil 173 (5/2). Spc0b 1989-94
E681. (6/2).
Parkind Textile (Hidgs: 101
Pateron Zocborls TöpcPf (2.1) 1138
Pateron Zocborls TöpcPf (2.1) 101:pc
CnvLn 1993-98 E1841.
Pegler-Hattersley 7pcLn 1989-94 E70
(4/2)

Pegler-Hattersley 7pcLn 1989-94 L70 (4/2)
Pented Drd (20p) 51. 131:pcLn 1990Ser. A. 1936
Pitzer inc Com. (50.11 1/9) £34.65 44/2)
Pitzer inc Com. (50.11 1/9) £34.65 44/2)
Pitzer dro. (50.11 1/9) £34.65 44/2)
Polity Pect intl. (50.PH [£1]) 90 (5/2) 9pc.
Ln 2003-08 (1/1) £1.91 (5/2) 9pc.
Portland Hidgs. (5/2) 5p. 5 (1/2)
Powell Duffryn 4-pc.Pf (5/0p) 20/2 (5/2).
Pressac Hidgs. 10.5pc.Pf (£11 95 (4/2))
Pressac Hidgs. 10.5pc.Pf (£11 95 (4/2)) Q—R-S Quick (H. J.) Group 10pcPf (£1) 91

Chulck . [H. J.] Group 10pcPf (£1) 91:

5.22

RMP Group 7pcPf (£1) 571; (4/2)

Racal Electronics 7pcLn 1909-14 £101!;

2. 14 14; 1967 5-15 8

Raman Toxilles 5acPf (£1) 35 (1/2)

Raman Toxilles 5acPf (£1) 35 (1/2)

Raman 1990-96 SupcPf (£1) 51 (12). 5upc

1993-86 5acPf (£1) 8pcLn 19881993-8773- Robin 1992-80 £23 4 4. 5upc

1993-85 £773- Robin 1992-86 £23 4 4. 5upc

1993-85 £844 5-19cLn 1991-96 £764 7

(5/2). 8 pacLn 1991-96 £49cLn 1991-85

5941-9 (6/2). 8 locLn 1991-96 £10 (5/2).

Raybeck 104pcPf (£1) 70 (5/2).

Recklist and Coloman 5pcPf (£1) 41 (5/2).

64pcDb 1983-90 £80 (5/2) 41 (5/2).

64pcDb 1983-90 £80 (5/2).

Recklist and Coloman 5pcPf (£1) 41 (5/2).

64pcDb 1983-90 £80 (5/2).

Recklist and Coloman 5pcPf (£1) 41 (5/2).

64pcDb 1983-90 £80 (5/2).

Recklist and Coloman 5pcPf (£1) 1996-2001

£85-4 (5/2).

Recklist and Coloman 5pcPf (£1) 1996-2001

£85-4 (5/2).

Recklist and Coloman 5pcPf (£1) 1996-2001

£85-4 (5/2).

Recklist 1721. 7/19cLn 1998-2001

£85-6 (5/2).

Recklist 1721. 7/19cLn 1998-2001

£85-7 (5/2).

Recklist 1721.

Recklist 1721.

Recklist 1721.

Recklist 1721.

Recklist 1721.

Recklist 1721.

Reckli

nccaware Grp SpcLn 1985-99 £57 1.
Rooner 111:pcpf 151, 124-1412)
Rotork 9-10cpf 1511-851 112
Rotork 9-10cpf 1511-851 112
Rowntree Mackintosk £205 10. Spc1stpf (511 56 15/2)
Tripesreft 151 50 16/2
Rugby Portland Cement SpcLn 1993-98
£560, 7-yockn 1993-98 £71
Russell Bros. 1Paddington) 85
Roston, and Hornsby SpcDb 1987-92 £841. 46(2)
Sanuel (H.Y.-I..7pc)/ (£1) 47 (4(2)
Sanderson Murray and Eider (Hidgs.). (50p)
50 (4(2)
Scips Grp. Spcl.n. 1988-93 574: +6(2)
Scottish Agricultural Inde, 5-4pcl.n. 1994-99
£54 -(6(2)
Sears : Hidgs. - 7pcAP (£1) 56%. 74pcl.n.
1992-97 5721.
Selinctuit 7pcP (50p) 23 (1(2), 94pcl.n.
1803-98 £85 (4(2)
Senior Eng. Grp. 9.5pcl.n. 1991-96 £83%

16(2) ang. Grp. 9.5ptln 1991-96 £835, Sharpa (Charles) £91.927 (1/2) Sharpa (Charles) £91.927 (1/2) Sharpa (Charles) £91.928 £681, Sharpa (Sharpa) £91.928 £91 Simpso (5.) 255 11/21. SpcPf. (£1) 39 ./1/20.
500 Grp. 4/spcPf. (51) 36/4; 64 (6/2), 65/spc2n6/7. (£1) 49; 52/1 (8/2), 87-pc Lo 1987-92.579 81 (6/2), 67-pc Lo 1987-92.579 81 (6/2) (8/2), 87-pc Lo 1987-92.579 81 (6/2) (8/2) - 16/21 - 16/21 - 1985-90 £781; 16/21 - 16/21

NGE DEALINGS

they are not in order of execution but in escending order which denotes the day's highest and lowest dealing prices.

for those securities in which no business was recorded in Thurday's with the relevant date.

\$\frac{1}{2}\$ Bargains at special prices.

\$\frac{1}{2}\$ Bargains done the previous day. \$\frac{1}{2}\$ Bargains were provided in the previous day. \$\frac{1}{2}\$ Bargains which non-member or executed in overseas markets.

\$\frac{1}{2}\$ Bargains done the previous day. \$\frac{1}{2}\$ Bargains which non-member or executed in overseas markets.

\$\frac{1}{2}\$ Bargains done the previous day. \$\frac{1}{2}\$ Bargains described for the previous da

TI Gro. 7.7octn 1989-94 £711; 15/21
Tarmac 51:pcPf (£1) 5.7 (1/1). 64;pcDb
1986-91 £871; 15/21. 71:pcDb 1992-97
£711; 81:actn 1990-95 £771; (4/2)
Tarry 1£. W.) 275
Tato 2nd 1-16 61:pcPf, (£1) 56 11/21. 51:pcDb 1980-85 £93. 64:pclm 1983-90 £76.
71:pctn 2003-08 £67 (4/2). 13-pctn
1994-99 £181 (4/2).
Taylor Wodrow 71:pctn 1987-90 £81146
Trievision South 14/20pctn 1986-88 £117
(1/2) Trievision South 14:20pcl. 1986-88 £117 (1/2)
Thomson Org. 4.72cclstff (£1) 56 (5/2).
Thomson Org. 4.72cclstff (£1) 56 (5/2).
Thomson T-line 46 11/2!
THORN EMI Spc. 12004-09 £461. 63pc
Ln. 1985-89 £81; (1/2). 71pcl.n 19891992 £801. 71pcl.n 2004-09 £70.
Tilling (Thomas) 4.85pcff. (£1) 52: (5/2)
5.25pcff [£1] 62 (6/2). 8cc00 1985-90
£821. 81pcl.n 1989-94 £802
Thophur Jute. Parrory (£2)
Thophur Jute. Parrory (£2)
Thophur Jute. Parrory (£3)
Thomas 4.85pcf. (£3)
Thomas (£3 16,23 port Devel Grp 81acLn 1993-98
77, (6,2)
77, (6,2)
71ale 5, (6,2)
71ale 5, (6,2)
71ale 5, (6,2)
71ale 6, (6,2)
71ale 6, (6,2)
71ale 6, (6,2)
71ale 6, (6,2)
71ale 7, (6,2)

W—Y—Z

Waddington (1) 5pcPrf (E1) 45 (6/2)
Wade Potts (10cPrf (E1) 98 (6/2)
Walter Staf Hidgs (15) 33 (5/2)
Walter Staf Hidgs (15) 33 (5/2)
Walter Staf Hidgs (15) 35 (5/2)
Walter Staf Hidgs (15) 35 (6/2)
Warner Molidays 61pcPrf (£1) 45
Warner Holidays 61pcPrf (£1) 45
Warner Holidays 61pcPrf (£1) 45
Warner Glass Gap (11/4pcLn 1975-85 £98/2 (4/2)
Warerford Glass Gap 11/4pcLn 1975-95 £67
16 21
Waverley Cameron 71 W-Y-ZWareford Glass Gp 114pcLn 1976-95 £67-16 27 wareford Glass Gp 114pcLn 1976-95 £67-16 27 wareford 71 wareford 10pcPri (£1) 10314 4. 10pcDh 198-92 £61 5. 62 wrstpm Metor Hides 40 (1(2) wrstpm Metor Hides 40 (1(2) wrstpm Metor Hides 40 (1(2) wrstpm Metor Hides 50 (1(2) wrstpm Metor Hides 50 (1(2) wrstpm Metor Hides 50 (1(2) wrstpm Metor Bill 43pcPri (£1) 43 (1(2) wrstpm Metor Bill 12 (1) 21 wrstpm Metor Bill 12 (1) 22 4 3. New R (1(2)-p) 13 Westmood Dawes B (1(2)-p) 22 4 3. New R (1(2)-p) 15 Westmood Dawes B (1(2)-p) 22 4 3. New R (1(2)-p) 15 0 (10pc) 15

FINANCIAL TRUSTS FINANCIAL TRUSTS

Ahmanson (HF) NPV S30 (4/2)
Akroyd Smithers 378 80. (Ltt CmyPri)
380 3
American Evpress (50.50) £36% (6'2)
Amour Trst 10' scl.n 1991-96 £80;
PET Omnibus Serve SispCPri (51) 90
Rafille Gifford Tech Wis 42 (5'2)
Barrie Inus, Fin SorPri (1997) (£1) 2850
Birmingham Dist Inv Trst 41pCPri (£1) 40
(5:2)
Brilannia Arrow Hidgs Wis 31. 64pCPri (£1) F006
Daily Mail Gen Trst (50p) £121; 3: 5sc
Pri (5:7) 20' (6'2)
Espisration (50) 75' (4/2)
Financial Corp America (50.50) £3104
(5'2)
Financial Corp America (50.50) £3104
(5'2)
Financial Corp StpCLn (1992) £86
Finst Nat Fin Corp StpCLn (1992) £86
Finst Nat Secs (2+pcLn (1987) £3076
Goode Purrant Murray Gro 3.5pcPri (50p)
Himbro Tst (£1) 48 (5'2) Conde Durrant Murray Gro 3.5pcPri (50p) 181- (4:3) Hambro Trat (51) 48 (5:2) Higherot Inv Trat 88 (4(2) Higherot Inv Trat 88 (4(2) Inchase 8:-scPri 1990-92 51 76b, 8pc 4p. 1087-90 £80c. 12::pcLn 1993-98 Inchease 8:50.77 | 12:50. | 12:50. | 1993-98 | 10:104:51 | 1997-90 | 1803. | 12:50. | 1993-98 | 10:104:51 | 1993. | 12:50. | 1993. | 10:104:51 | 1993. | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51 | 10:104:51

INSURANCE Geni Acc Fire Life 7':scLn 1987-92 \$78's '. 7':scLn 1992-97 \$74 (Guardian Royal Exch Ass 7pcPf (£11 71 (5):2). 7ocLn 1985-91 £77 ¼ 84 Sun Alliance Lond Ins 6':scLn 1980-85 £94';6'

INVESTMENT TRUSTS

INVESTMENT TRUSTS

Alliance 40CP £341. SpCPf £42 (4/2).

419cDb 115/51561 £35. 44(2). 54pcDb
192-85 £962
Angio-American Secs 4-5pcPf £38 (1/2).
Atlantic Assets SpcPf £13 8. 10.

British Assets A SpcPf £39 41 (4/2)

Zapital Gearing 70 (5/2).

Danac Wts 20
Derby Trust Wts 41 f6/2)
Drayton Consid SpcPf £40 (1/2). 54pcDb
1983-88 £81 11(2).

Tryston Premier 3.5pcPf £41; (1/2).
Tryston Premier 3.5pcPf £41; (1/2).
Tryston 1983-£248 (4/2).

Tundec Landon SpcPf £44 (4/2)

Ediphurgh American SpcIn 1973-98 (£1)

640 5 50 (6/2).

Ediphurgh Fin Trust Wts 19

Ediphurgh Inv Trust TrystDb 1985-£7652

£10(2)

Ediphurgh Inv Trust Wts 19

Ediphurgh Inv Errust Wts 19

Ediphurgh Inv Errust Wts 19

Fig. Eurotrust Supelin 1996 (the £128 Fig. Jun 104-pctb 1991-96 £351) Fleming Far Eastern 4pc0b, 1976-86 £89 (62) Fleming Mercandle Socht (£1) 4244, 44-pc Db £35 (£2) Globe 11 -pcl.n 1990-95 £214 Hambros 31-pcff £30 (£42) [442] [av Trust Guernser, (509) 128 [rections for the first fleming fleming for the first fleming fl

	EURO	PEAN	OP1	rion	IS E	XCH	ANG	E
	Series	Vol.	b. Last	Vol.	ay Last	Vol	Last	Stock
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ł			Mar.	Jun	-	Sep	'	
	SILVER C \$6 SILVER C \$6 SILVER C \$7 SILVER P \$7	00 43 00 10	50 10 3 103	. 10	100 	10	80 - -	#614 ". "
	5/FL C	55 78 60 57 65 42 70 18 25 —	17.20 12.80 5.60 3.20	16 16 1 4 2 13	15.40 12 9.50 A 1 2.80 3.20	21 5 1	17 15.70 11 9	F 367,30
	SIFL P FL3 SIFL P FL3 SIFL P FL3 SIFL P FL3 SIS C S1 SIS C S1	55		33 35 71 1000 2	4,80 -6,20 8,40 11 3,70	10 10	12,50 15 2,40	\$11 1.38
I	:	. — jei Ap	r. — '		July			. "
	ABN C FL3 ABN P FL4 AEGN C FL1 AEGN P FL1 AH C FL2 AH P FL1 AKZO C FL1 AKZO P FL1 AMRO C FL	37 80 46 80 56 80 30 90 113 10 587 10 127	27.50 12.90 6 6,20 1 7.70 6.30 B 2.80 2.60	6 22 34 62	29 21.50 9 8.50 8.50 A 8.90 10.50 B	60 	- - - - - -	FL396 Fl.158 Fl.216.66 Fl.104.20 Fl.74.20
	GIST C F1.19 GIST P F1.27 HEIN C F1.15 HEIN P F1.15 HOOG C P.16 HOOG P F1.6 KLM C F1.47 KLM P F1.5 NEDL C F1.17 NEDL P F1.29 NATN C F1.29 NATN P F1.27	0 20 0 67 0 37 5 518 0 72 5 535 0 53 0 53 0 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	2.70 1.70 1.90 1.50 1.50 2.70 3.20 1.6 3.60	13 13 110 63	4.20 6 4.30 3.90 2.60 7.60 8.90 5.60	22 2 5 16 - 3	6.50 5.50 6.50 8.70 -	-1,157,50 -1,157,50 -1,61,80 -1,46,60 -1,160,70 -1,279,50
ı	RD P F1.19 ROBE C F1.72.5 UNIL C F1.32 UNIL P F1.82	0 24 0 855 0 72 0 1060 0 153 0 35 0 35 0 34 0 14	200 2.10 1.50 4.60 3.90 5.20 1.50 22 3		8.50 8.50 25 7.80	115 131 37 - - 5	8.30 F	7,7150 1.50,20 1.185,30 1,74,70
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River Plate Gen Wis S8 (S/2)

Scottlish Marcamile S7 (4/2)
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Scottlish Marcamile S7 (4/2)
Scottlish Marcamile Sept £41; (4/2), \$i_apc
Pf £44 \$ (4/2), \$pcDb 1980-85 £994;
(4/2)
Septish Northern 4-lapelf £40
Shires Wes S3 (6/2), Units unli sd) £9 10
TR Industi Geni 4-lapelf £41; (5/2)
TR Pacific Basin Was 375, \$i_apcDb 19972002 £58 (1/2)
Vantage Sect (109) 50 (1/2)
Witan Inv 8pcDb 1985-99 £73/2

UNIT TRUSTS M G Gold Geni Fund Units 424 (5/2) MINES-MISCELLANEOUS ingio American lav Trust (RO.50) £416

Anglo American INV (1985; (R0.50) 2415; (4 2) Bisichi Tin (10p) 1617 7 15.
Consid Gold Fields Stupelin 1988-93 £81 2 (612)
De Beers Consid Spc2ndPf (R1) 15 (5/2)
Globe Phoenus Gold (1218) 55 (4/2)
MTD (Mangula) (521) 110
MINE Resources (1501-40); 750 60 5 80
North Kaiguril Opt 1812
Northchart Invs (R0, 10) 61; 7 (6/2)
Rio Tinto-Zinc 637 40:3 53 60, 33325pc
APT £13 40 442; 35pc2Rf (£1) (Regn 4112, 6)pclin 1985-90 £79 (4/2) MINES-SOUTH AFRICAN Coronation Synd (R0.25) 50\; East Deggalentein Opts 75 (5/2) New Central Wit Areas (R0.50) 425 (1.2) Western Deep Opt 210' (S/2)

- OIL

British Petroleum SpcZagPf (£1) 75
Burmah Off Bec1stPf (£1) 51 (512), Spc
2ndf (£1) 53 (4/2), 71pcFf (£1) 501;
2ndf (£1) 58 (4/2), 71pcFn (£1) 601;
2ndf (£1) 58 (4/2), 71pcFn (§1) 1981-88
Date Petroleum (npv) 180 5 (5/2)
EL6/2 UK (21pcFn 1991 (Reg) £103/4 C6/2: Great Western Resources Inc (npv) 230 5 7: 8 40 5 8: 50: New Court Natural Resources Wrnts to sub Ord 12 3 Shell Transport Trading 7pc2ngPr (£1) 58 b;

PROPERTY Alliance Prop Hidgs 9topcDb 1992.97 Alliance Prop Hidgs StepCib 1992.97
£8214
Allied London Props 8tpcLn 1999 £1721;
Aryvie Secs 12pcDb 1993-98 £100 (4.2)
Adviet Knewpopitian (UK) 12pcLn 1981-1997 £111 2 (4/2)
Bradiente Metwopeitian (UK) 12pcLn 1981-1997 £111 2 (4/2)
Bradiente Prop Tx 10tpcPf (£1) 11412
British 2nd 15pc1stDb 1987 £109 10.
12pcLn 2002 £436 (5/2)
Cappel Counties 5 apc1stDb 1995-2000
£54 (4/2)
Common (£ Alec) Invsts 8pcLn 1991-95
£555: 46 (5/2)
Dares Estates 6tpc1stDb 1988-93 £10232
Estates Prop Invst 7:pcLn 1988 £42 6
Estates Prop Invst 7:pcLn 1989-92 £74
(£(2)
Greenbayen Secs 6pc1stDb 1983-88 £8314
(4/2), 7tpcLn 1991-95 £73 (4/2)
Greenbayen Secs 6pc1stDb 1983-88 £8314
(4/2), 7tpcLn 1991-95 £73 (4/2)
Greenbayen Secs 6pc1stDb 1983-88 £8314
(4/2), 7tpcLn 1991-95 £73 (4/2)
Greenbayen Secs 6pc1stDb 1983-89 £74
(£(2), 12.85pcLn 1990-92 £1004 1
(5(1/2))
Hammerson P-op Inv Dev Con 510 (1/2)

| General City Offices New (100) (tol. 202 | 4 (62): 12.850ch 1990-95 2700 | 25 (62): 12.850ch 1990-95 2700 | Mastel Inc £103, (422) | Matel I

Whener Relate Hides Shocks 1991.96 (588 (579))
"Manual Property Property 15 6 (589)

Guthrie Corp 94pctn 92-97 571:
Inch Kenneth Kalang (10p), £8 (1/2)
Killinghall Dev Syn (10p), £11/12:
(5/2)
Ruo Estates 510 (5/2)
Western Cooper Tes SpcPf (£1) 58 (1/2) RAILWAYS Canadian Pacific 74pcPl ippv 450to, 4cc Pf EStig npv 120 (6)2). Do CS 180 (5/2) Ontario Quebec SpcDb £54

SHIPPING . Grain A NV (£1) 595 (4/2) Lyle 6 pch (£1) 17 P and O \$nch £43 Shannton (OW SOE (50p) 270 (6/2), Spe Pf (£1) 36 (5/2) UTILITIES

Barton Transport (1600) 180 5 90 5 Calcutte Elect Supply (Ru10) 50 (8/2), 7/2pcPf (Ru10) 23/2 (1/2) 50 (8/2), Felixatowe Dock Railway 51/2, (1/2) Manchester Ship Canal SpCPf (6/1) 41/2 Mersey Docks Harbour 40 12 12 12 2, 31-pcDb 79-89 569 (8/2), 65-pcDb 94-97 553 5 WATERWORKS

WATERWORKS

Bristol 4.9pc £52 (5/2). 3.5pc £36 (1/2).
4.025pcpr 23-86 £284 12. 4pcDb £29
14/2)
Cambridge 3.5pc £361. 4.2pcPl 84-86
591 2.
Coine Valley 4.9pc £501; (5/2). 4.55pc
Pl 82-87 £56 1. 4pcDb £28; (5/2)
Esst Angilan 4pcDb £28, 5pcDb (48ril)
Cci) £29 (4.2). Do (jan july) £35
Esst Surrey 3.5pc £371; 14/2). 3.5pcPl
£38 (4/2). 4.2pcPl 85-87 £46. 101:pc
Db 93-97 £81; (6/2)
Esstourne 4.2pcPl 85-87 £86. 101:pc
Db 93-97 £81; (6/2)
Esstourne 4.2pcPl 85-87 £86. 101:pc
Db 93-97 £81; (6/2)
Esstourne 4.2pcPl 85-87 £86. 101:pc
Db 95-97 £81; (6/2)
Esstourne 4.2pcPl 85-87 £86. 101:pc
Db 95-97 £81; (6/2)
Esstourne 4.2pcPl 85-87 £86. 101:pc
Db 95-97 £81; (6/2)
Esstourne 4.2pcPl 85-87 £86. 101:pc
Db 95-97 £81; (6/2)
Esstourne 4.2pcPl 85-87 £82 £75 ½
£81; (6/2)
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£81; (6/2)
Esstourne 5, 5pc £83 £83 ½
£81; (6/2)
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£81; (6/2)
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Rarticoom spilob 92-94 676 (5/2)
Live Valley 3.5pc 536 (5/2) 5.95pcpt
85-97 577. Sipper(1989 £106. 5pcpt
85-87 587.
Mid. Kent 3.5pcpt 535 (1/2). 7-bcDb
91-93 6731, 12:pcDb 90-92 69944 %2 91-93 £7312. 120cDb 90-93 £9941 %2 11/21. 11

UNLISTED SECURITIES. MARKET telifte Intati (5p) 203 4 82 Manics -12pcin 1995-2900 570-

Access Sabelite Introl (5p) 203 4 82
Access Sabelite Introl (5p) 203 4 82
Applied Holographics Warrants to subtor Ord 1430
Senerat Fournesin Gp (10p) 12 1, 3 3 1,62
Lu Lu 1, 3 1,62 4 Lu 2, New Ord (10p)
RECEIPMENT TO A 12: 3 5
Bio-Teologica Ord (10e) 35
Bio-Teologica Introl (10e) 19
Biosbird Toys (10e) 124: 3_{le2} (6:2). New (10p) 126 7 8 9 30 3
Cloff Oil 5 Ord 42. Warrants to sub for 8 Ord 11 B Ord 11
Cobra Emerald Mines She of NPV 108
10 (1/2) 10 (1/2)
Consolidated Term lawest (20p) 102 3
DUT Go (5p) 1720
Eidridge, Pope A Ord (£1) 205 10
Glubs Mew 155 51:
Intervision Video (Hidgs) 7ocPt (£1) 30½
(6/2) Gibbs Mew 1325
Intervision Video (Hidgs) 7och (52)
Memcom Introl Hidgs (10p) 300 3
Optometrics (U.S.A.) (10.01) 45 7
Paul Michael Leisurerrear (5p) 2810
Petroler (50) 63 13
Spalax elevision Hidgs 900, New Ord 911
2 13 13 4 5 15 15
Spectra Automotive Eng Products (10p)

Synapse Computer Services (Sp) 215 7 20 Symmetrials (10s) 50 to 1 % 2 Technology for Business 7pcPf (£1) pa Technology for Business 79cPf (£1) 98 (£12) (£12) Thorpac Gp (5p) 82¢ United Friendly Insurance B (10e) 320 3 Whitworth's Food Gp (5p) 122 (4(2), New Ord (5p) 120 2 3 4 5 8 7 Williams (Rex) Leipiere (5p) 25 1 8 RULE 535 (4) (a)

Bargains marked in securities where principal market is out-

side the UK and Republic of Ireland. Quotation has not been granted in London and dealings are not recorded in the Official List Aberloyle 610 (4/2)
Advanced Micro Devices £305 (4/2)
Anold NV £534 (5/2)
Anold NV £534 (5/2)
Amatil 3100 (6/2)
Amatil 3100 (6/2)
American Home Prods £49 (1/2)
Amsterdam-Rotterdam 8k Fi 73798

Satu Kawan 157
Sayensche Mötörer Werke 6.101 lg
Sayensche Mötörer Werke 6.101 lg
Sayensche Cos 275 b
Soral Ord Commos are 1122 to Commos are 1122 to Commos are 1121 125 to Common to Psychiatric Centers USS301: 142)
Common to Psychiatric Centers USS301: 142)
Common to Corp L383 (6-2)
Corp Research £814 (1-2)
Crocker National Corp £324 (5-2)
Delta Air Lines USS444 (6-2)
Delta Air Lines USS444 (5-2)
Desser Inds £184 (6-2)
Desser Inds £184 (6-2)
Eastern Airfler J800 (5-2)
Federal Express Corp USS33 (6-2)
Errosin News 203 USS20 (6-2)
Fresen News 203 USS20 (6-2)
Fresen Lorent Lorent L804 (6-2)
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Geberal Derraints Corp £584 (6-2)
Geberal Derraints Corp £585 (6-2)
Hawk Invests 18 (1-2)
Heing Seng Bk 5-45 (6-2)
Hawk Invests 18 (1-2)
Heingken NV F1158
Homeron Mining Smelting 230 (4-2)
Henderson Land Devol £810 (5-2)
Howfett Packard £334 (4-2)
Henderson Land Devol £810 (5-2)
Holday inns £645
Hong Kong Kowloon Whart Godown £6100
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Hong Kong Electric Hidds 26

Phillips Pet £441, US\$50 4
Piezo Electric Prods 25 7 (4:2)
Pioneer Electronic Corp 123 (1:2)
Playmates Hidgs 19 (5:2)
Ponderosa Inc £12 (5:2)
Posteidon 1950 85
Power Corp Canada £18/46 (5:2)
Prime Computer US\$19/46 (1:2)
Procter Gamble £500 45:2)
Raytheon £40 4 (1:2)
Regoal Mobile Utdan 16 Poseidon 1950 85
Power Corp Canada £1840 (5.2)
Power Computer US\$1940 (1;2)
Procee Gamble £500 u5:2)
Reviteron £01 (1.2)
Repos 80 (1.2)
Reviter £314
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Regal Rob (1.2)
Service (21)
Service (21)
Schering-Plough £335 (4-2)
Schering-Rob (1-2)
Schering-Rob (1-2)
Standard Dil Indiana £505 (4-2)
Standard Dil India (1-2)
Tandem Regal (1-2)
Schering Drug £24 (8-2)
Tandem Rob (1-2)
Trans World Alrilms £104 (4-2)
Trans World Alrilms £104 (4-2)
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Unition NV (F1 20) £350 (5-2)
United O'seas Bk 1180 (1-2)
Tal-Continental Corp £212 (6-2)
United O'seas Bk 1180 (1-2)
Vollam Minerals 350 (1-2)
Walter Hirram Rob (1-2)
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Walter Hirram Rob (1-2)
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Western Union Corp 300 (6-2)
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RULE 535 (2) Applications granted for specific bargains in securities not listed

on any exchange

Airship Inds 10 2 (5 2)
Do. (1p.) 14 5

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£59.569c (12)

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Do. 5.4pcPl 52 3 (4.2)

Ann 51 Brewery (£1) 375

Argenal FC (£1) £515 20 (5.2)

Assoc Hotols (5Dp. 175
Business Marigages 148 9
Carrain (10p) 24 5 (6.2)

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Crusts (10pl 138 40
Cunninghame, T. W. Thwaites AncietPIDE £30 2 66 21
Dart Valley Light Riley (£1) 95 7 (8.2)
Dolamore Hidgs (10p) 30 1 2½ 3
Do. New (10p) 25 is ½
Electrale (50p) 170 15
Fire Arrows (£1) 350 3 (1.2)
Folicestone Rec-course (£1) 247 55 (5.2)
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Integrated Business (£p) 80 1
Jennings Bros 200 3 (6:2)
Kunick Leisure (10p) 13 9 (5:2)
Nationality Leisure (10p) 13 9 (5:2)
Nationality Eleisure 8.75pcPf (£0p) 5 7
(6:2)
Colidehouse £50 80 194 5

RULE 535 (3) Dealings for approved companies engaged solely in mineral

(By permission of the Stock Exchange Council)

TOMORROW: Sir Geoffrey Howe, (December). Health service Bulgaria. MONDAY: Retail sales (January

meet in Brussels: European and world business prospects."
Parliament in session in Stras-PLANTATIONS | Farmament in session in Strasbourg (until February 15). Sir | Confirmation | Confi

monthly figures (January). Fruires of vehicle production National Farmers Union holds (January). Federation of London annual meeting. British Printing
Industries Federation responds to NGA pay claim. Guatemala-Belize talks on border dispute in

New York. WEDNESDAY: Index of output lunch of of the production industries ference.

Foreign Secretary, visits ancillary workers pay talks. Mr Nicholas Ridley. Transport Secretary, at Bus and Coach Council annual dinner. The Henley Centre for Forecasting —provisional). Producer price Council annual dinner. The index numbers (January—provisional). EEC Internal Market/ conference on Foreign exchange Consumer and Finance Councils rates—FX analyses, forecasts and world husiness.

Basle.

TUESDAY: Building Societies' denosit (January): Provisional nav claim. Imperial Group interim figures. FRIDAY: Mr Peter Walker. Energy Secretary. at annual lunch of the Newspaper Con-

CONTRACTS

£4m sand and gravel plant

and equipment construction industry equipment manufacturer, has received an order from Iraq for four large sand and gravel processing plants. The order was placed under the Iraq-UK loan agreement and is valued at nearly f4m. Each plant will be capable of handling 800 tonnes of sand and gravel per hour and will be gravel per hour and will be operated by Baghdad's Amanat Al-Assima. The plants will be located 100 km north of Baghdad and will produce material for roadworks in Baghdad and surrounding areas.

*
Enemalta Corporation of Malta
has awarded FOSTER
WHEELER POWER PRODUCTS Enemalta Corporation of Malta has awarded FOSTER WHRELER POWER PRODUCTS a contract, worth over £750,000 for a coal handling plant at the Marsa Creek power station, Valletta. The 120 tonnes per hour capacity coal handling plant will serve the new 60 MW boiler unit No 8, for which boiler unit No 8, for which Foster Wheeler also has the contract. This is the second 60 MW puverised coal fired boiler as well as drainage and external for the Marsa Creek power works. Phase one completion station to be supplied by Foster
Wheeler and both are currently
under construction. The
troughed belt conveyor system
includes coal weighing, screen-

ing and boller bunker distribution equipment provided from the UK structural steel fabrication and plant erection will be carried out in Malta by

WIMPEY has won various contracts worth around £10.4m. A high-security gate-entry complex for Winson Green Prison, Birmingham, is to be built under a nlant and service distribution 13.36m contract placed by the located above. Construction Home Office with Wimpey Conincludes ground hearing and struction UK. The building will suspended insitu reinforced contents a plant recommend vehicle columns supporting be mainly three-storey and con-tain a plant room and vehicle columns sunnorting a trussed lock. A security wall will be steelwork roof structure, and built. Lifts, alarms, hydraulic external walls of facing brickbuilt. Litts, alarms, nyuraum work the roofs will be nitched included. Completion is planned included. Completion is planned with concrete tiles.

been awarded for work in York, Shipley, Bradford, and Hull. A ing and anodiced aluminium pre-Contract, awarded by the alread windows will be installed.

National Bus Company, is for Work on site will begin this modernising, a bus garage at month and the product in due for Barbican Road, York, Work com-completion in August 1988.

FREDERICK PARKER, plant and equipment construction shop building, a two-storey office block and single-storey ancillary turer, has received an order turer, has received an order building. The contract valued at from Iraq for four large sand and gravel processing plants. The order was placed under the Iraq-UK loan agreement and is valued at nearly £4m. Each Pauls Road, Shipley, West York-plant will be canable of handl-shire for English Estates, under shire for English Estates, under a £389,000 contract; a 30-place hostel for the elderly, mentally infirm, together with a staff block for the City of Bradford Metro-politan Council in the Peel Park area of the city valued at £840.000: a £590.000 contract has been awarded by the Sutton Housing Trust to refurbish 43

one of a facory complex. The complex will comprise a production area and two-storey office accommodation and a showroom as well as drainage and external is expected to be November 1985

JOHN LAING CONSTRUCTION Midland region has won a £14.5m contract to build a surgical block at Stoke on Trent City General Hospital. The 357-bed complex for the West Midlands Regional fabrication and positive fabrication adjacent to the hospital adjacent eight operating theatres, an x-ray department and a children's day

care unit The building will be part single- and part two-storev with Some areas of the nutride walls for April 1987. Some areas of the outside walls Contracts totalling £3.27m have will be constructed of steel sheet and nowder coated curtain wall-

2. . V. .--STERLING ISSUES BY OVERSEAS BUYERS American Brands 12 pa-La 208 21054 Credit Natl 131:06 1889 (Reg) 21094 6 21, 131:06 1989 (8n \$1094 % 65:2). 131:06 1993 (8n \$1104 (12) Denmark 130La 2005 21054 64 Eaton Fin 12tpcLa 2014 (Reg) \$101:2 Denmark 139c.In 2014 (Rep) £10112
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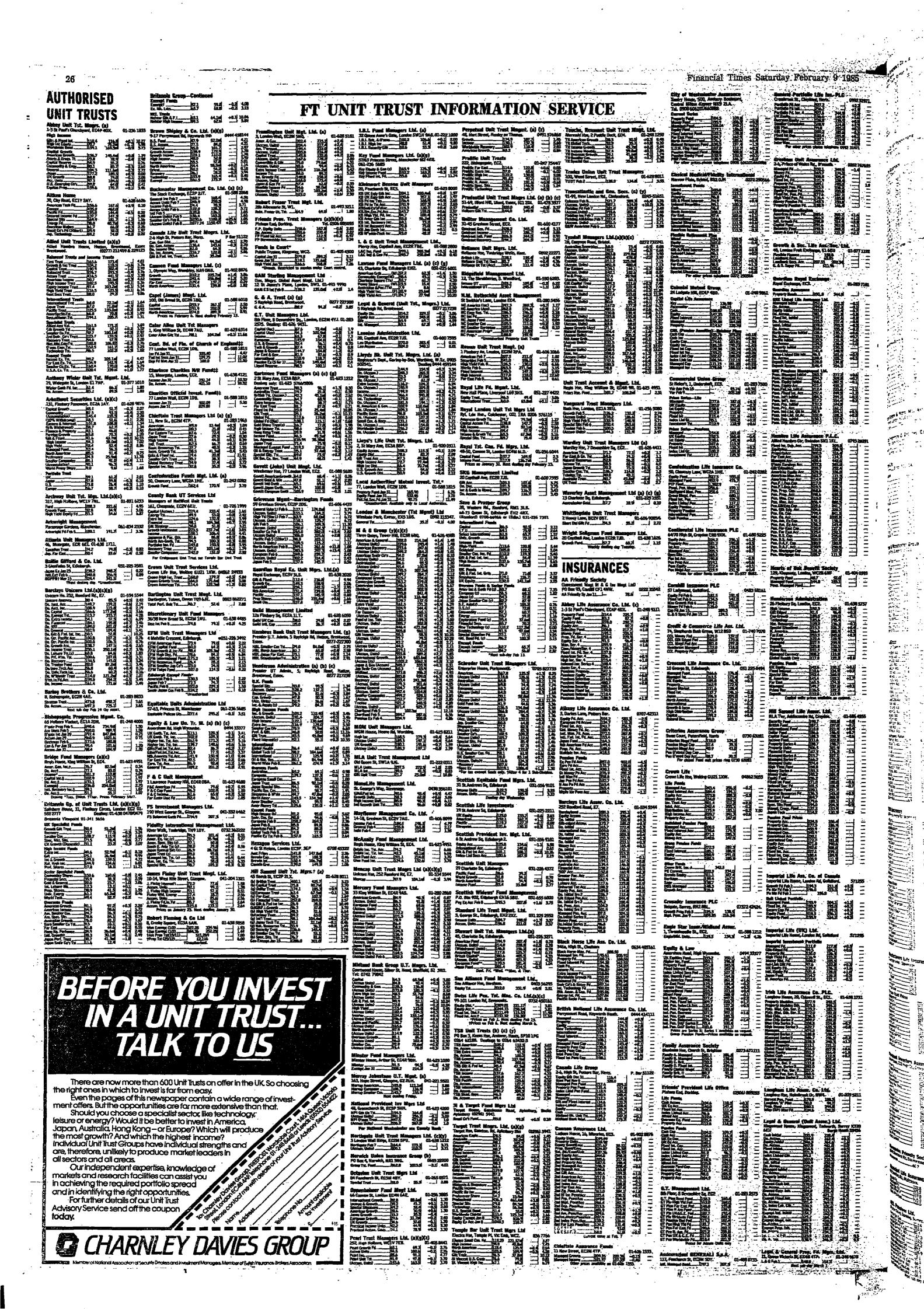
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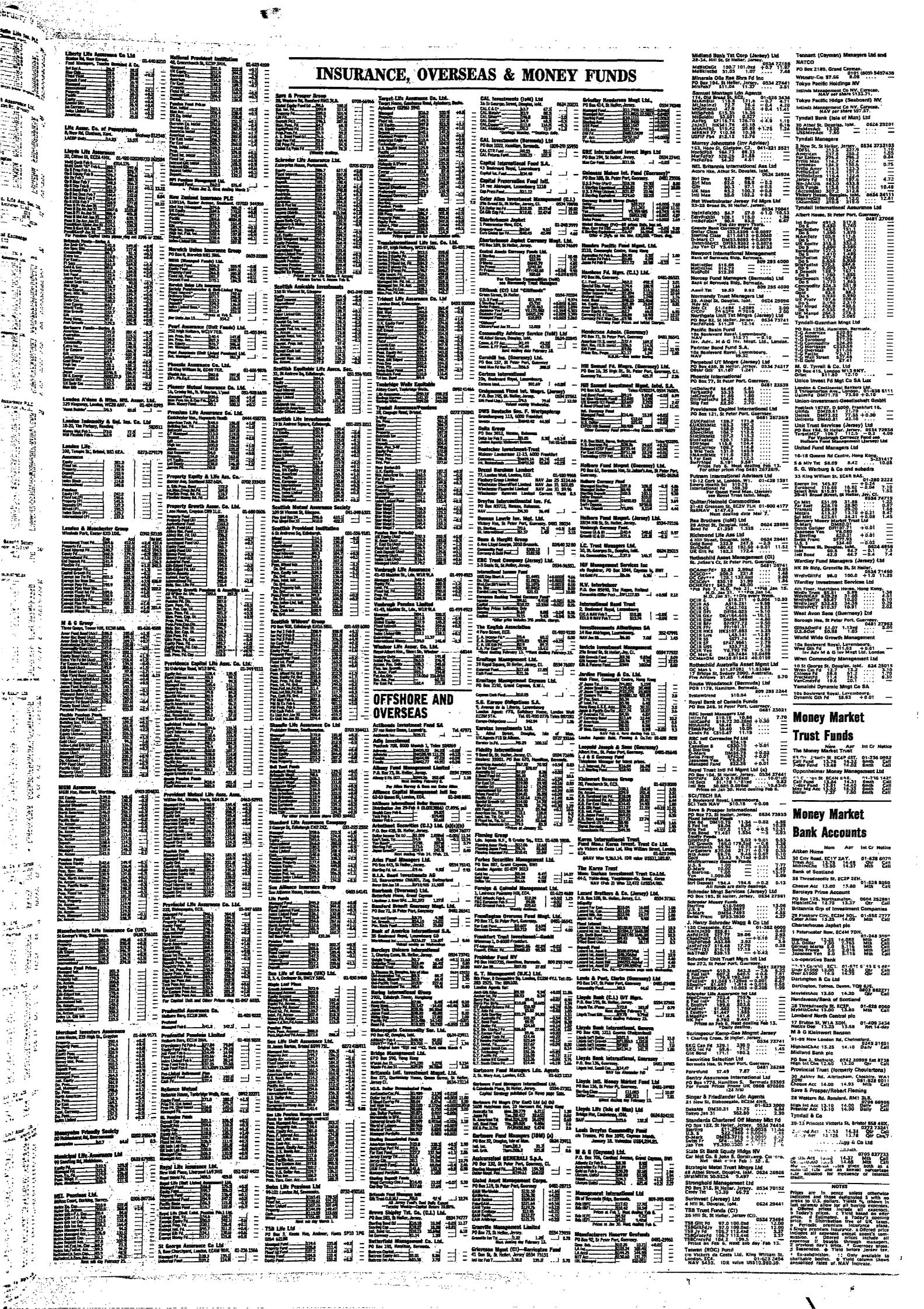
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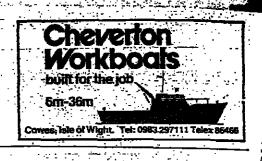
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for raised modular floors

FINANCIAL TIMES

Saturday February 9 1985



Wherethe price is not right

BY RICHARD EVANS

"PRIVATISE THE water industry, fast, or face continuing guerrilla action over prices." That was the typically terse response yesterday from Roy Watts, chairman of the Thames Water Authority, to the Government's Commons victory on Thursday night despite the rebellion of 38 Tory MPs.

His message was clear: Government had maintained the necessary parliamentary mandate to force the authority to raise charges by 10 per cent from April. but unease at the policy was widespread and the conflict would continue.

Watts and his board have argued that an increase of 3 per cent is all that is needed to maintain adequate capital investment and achieve healthy profits. The direction of his energetic campaigning will now be switched to hastening the introduction of privatisation of consumers, and the nine smaller regional authorities.

His core argument bas been that, by demanding an increase far in excess of the level of inflation, the Government is in effect making Britain the first country in the world to levy a tax on water. And although his main antagonist has been Ian Gow the Environment Minister



responsible for the water industry, his real targets have been the Chancellor and Treasury mandarins.

"They are the people I should be having the row with, but you can never get at them. I know. I've tried." he said.

The soft-spoken Watts is an unlikely rebel. He was brought

to Thames two years ago by Gow and Patrick Jenkin, the Environment Secretary, to run the authority as a commercial concern; and, for 15 months, ministers congratulated themselves on their perception. He achieved significant improvements in profitability and efficiency, slimmed the board from 62 to 15, and sold off the chairman's Daimler. Now, they are wringing their hands at his refusal to do as he is told.

His choice for Thames was odd in the first place as most of his career, after a brief spell in local government, had been in the airlines industry. He was little known outside it, and left it with a mixed reputation. Watts joined British European Airways in 1955, not because he was keen on flying (he served in the army and did not fly until he was over 30) but because of his knowledge of accountancy and the early generation of computers.

After the merger with BOAC to form British Airways, Watts ran first the commercial and then the financial and strategic side. In 1978, he launched a bigh-risk gamble to go for growth through low fares and high volume; but the market

Why did he move? "I liked the idea of chairing an author-ity starting from scratch, a new job, new board, new challenges,'

Although his public image in recent weeks has given the impression of an abrasive, pugnacious character, Watts is a shy Yorkshireman with a downheat sense of humour. He relishes the story of how, as a keen advocate of metered water, he applied to have his own house metered. The application form and cheque were returned with a note saying he had been metered for eight years.

Apart from Thames, which

takes up most of his time, Watts's main business interest is in David Brown Gears, a Huddersfield-based company Huddersfield-based company making gears and tank trans-

missions He also has maintained close links with the aircraft industry as deputy chairman of Brymon Airways, based in Plymouth. and this week he joined the hoard of London Express Aviation, a new airline formed to seek a licence to fly to Singapore and Hong Kong operating one aircraft.

MAN IN THE NEWS U.S. protests over Seoul incident

THE U.S. has formally pro- of assault. However, the incitested to South Korea over the dent brings into serious question rough treatment of opposition leader Mr Kim Dae-Jung upon his return to the South Korean

Mr Kim and a group of Americans accompanying him, including two Congressmen, claimed they were assaulted at Seoul airport. The incident could seriously mar relations with the U.S. the country's closest ally. After the airport scuffles Mr Kim was apparently put under house arrest.

The opposition leader was returning to South Korea after two years in exile in the U.S. As many as 50,000 of his supporters thronged the streets outcars and buses and shouting his

has denied Mr Kim's accusations president's U.S. visit, especially

dent brings into serious question the Government's ability to presence in the country, where he still has a large popular

Mr Kim's return was made four days before national assembly elections are due to be held. The opposition hopes his presence will help them win.
The incident took place

shortly after the U.S. extended an invitation to Mr Chun Doo-Hwan, the President of South Korea, to visit America in April. In Washington the State Department confirmed that it had formally protested about gation accompanying him. the alleged assaults and said it had received assurances that there would be an investigation.

The incident in Seoul could South Korea's Government sour the atmosphere for the

American pressure that led the home. Korean Government originally to moderate its inclination to place Mr Kim in prison when he returned to the country.

According to Mr Kim, airport security agents asked Mr Kim and his wife to enter an elevator with several Americans who were accompanying him. Mr Kim refused, explaining that he wished to undergo ordinary immigration procedures and did not want to receive special treatment. He said later he feared for his safety if he became separated from the large dele-

Airport security agents then forcibly separated the opposition leader from his American escorts and pushed him and his wife into the lift.

since, as many believe, it was placed in a van and taken

Security agents also threw to the ground the former American ambassador to El Salvador, Mr Robert White, and Congress man Robert Foglietta. Congress man Edward Seighan and Mr Pat Derian, the Human Rights Under Secretary were roughly handled by police, together with members delegation.

The government said that Mr Kim will be free to conduct private affairs, including seeing visitors and leaving his home. Mr Kim, however, said that a local police chief informed him he was not to leave his house. Mr Kim's personal bodyguard had also been evicted from the house by police, and the oppo-sition leader is still banned from all political activity in the

Bank announces new £800m tap BY MAX WILKINSON, ECONOMICS CORRESPONDENT

THE Bank of England yesterday announced the issue of an £800m tap as part of the Gov-ernment's substantially increased funding effort.

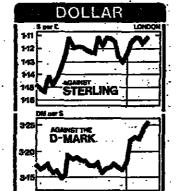
The new issue, an 11 per cent Exchequer Loan 1990 is being issued at a minimum tender price of £97.50 with 20 per cent payable on tender and the balance on March 18, the day before the Budget.

The issue, widely expected in the City yesterday, follows the accelerated pace of gilt edged sales since banks' base lending rates were raised to 14 per cent it the beginning of last week.

The rise in interest rates then was prompted by the need to defend sterling from the threat of a plunge on the foreign ex-

However, Mr Nigel Lawson, the Chancellor, said at the time money supply well under control. This was generally inter-preted as a desire to push stering M3, the broad measure of money, down from the top of its 6 to 10 per cent target range for growth towards the middle in an effort to restore market

To that end, the authorities will be made available accelerated their sales of pire on March 27. gilt edged stock. However, this cash into gilt edged securities some upward pressure from the



comes at the height of the tax To ease pressure, the Bank

of England announced yesterday that it was increasing its existing temporary aid to the banking system by granting facilities which could release up to £4bn of liquidity into the money This replaces the present

£2bn facility due to mature on February 14 with a new facility which extends to March 14. In addition a second £2bn facility will be made available to ex-

Yesterday on the London has put pressure on the money foreign exchanges, the pound markets, because syphoning off remained steady in spite of

dollar. In London sterling's trade weighted index, which measures the pound against a basket of currencies, rose 0.2 of a point to 72 (1975=100). although it was slightly lower against the dollar at its London close at \$1.1105.

Money market interest rates eased reflecting a cautious return of optimism that banks base lending rates might be allowed to fall somewhat next week provided sterling main tains the equilibrium that it showed this week. However, in late trading in

London and early in New York, the dollar showed a renewed burst of strength. This underlined the uncertainties in the markets as to whether the authorities of the major nations. particularly the U.S. are pre-pared to intervene heavily to prevent the dollar "overshooting" against European curren-

Although the five major industrial powers agreed in Washington last month to a more vigorous policy of concerted intervention, there has been a reluctance, particularly by the U.S. authorities, to "spit against the wind." by intervening against an established market trend, however un-

Mortgage increase ruled out. Page 4

Dunlop rescue wins extra time

BY CHARLES BATCHELOR

the debt-laden tyre and rubber products group, yesterday voted Fewer than 200 of Dunlop's

42,000 shareholders turned up for a series of three extra-

SHAREHOLDERS in Dunlop, decision, Sir Michael said: "This adjournment is necessary to avoid shareholders having the overwhelmingly to delay a decision on the proposed £142m sulting price offered by BTR or refinancing package while the company revises its plans. BTR's bid is worth nearly 23p

> in shares or 20p in cash comprice yesterday of 421p-a rise of 54p on the day. Sir Michael allowed a vote of preference shareholders on the refinancing package at the in-

sistence of BTR's representatives at the meeting. "I have full power to adjourn the meeting but I will do what BTR, the company which has you suggest so justice can be made a contested £33m takeover seen to be done," he said. "If you

bid for Dunlop, staged a symbolic protest but was unable to prevent Sir Michael Edwardes, you can have it."

Tate and Lyle 462 + 9
Taylor Woodrow 377 + 17

Towles A N/V 76 + 18

— — Tenerile
Sn 3 7 Tokyo R
S 24 75 Trontot FT F-11 12 Tunia
C-13 55 Vslencia F
R 14 57 Venna C
R 12 54 Venna C

B 5 41 Zurich R

rizzle. F—Fair. Fg—Fog. SI—Sleet. Sn—Snow. † Noon GMT temperatures.

· BTR said later: 'Our preference vote formally killed the reconstruction. We are convinced an adjournment alone would have been unhelpful because shareholders would not have known if the refinancing proposal was alive or dead."

Mr Robin Biggam, Dunlop's finance director, told shareholders the company's main banks had agreed to convert £70m worth of debt into ordinary shares. They would no longer convert £30m of that debt into preference shares which would mean BTR could not use its preference shares to block the re-

on the shape of the revised refinancing package. It said nothing about the company's performance in 1984 or prosliminary figures would be released by the end of May.

Two knights joust for Dunlop,

Call for 'genuine common market'

By John Davies in Frankfurt

WESTERN EUROPE should try to create a genuine common market by dismantling barriers to trade, capital flows and busiis probably buying a tenth of the amount the rumours sug-gest. The main reason for buyness co-operation, according to Dr Wilfried Guth, joint head of Deutsche Bank.
Only then would it make

everyone else is: sense to encourage wider use of the European Currency Unit (Ecu) instead of national currencies in business dealings, that the market's present level can be justified by the eucouraging outlook for both profits Dr Guth said. and dividends. Though the yield gap is pretty wide, reflect-ing high expectations of divi-

Dr Guth, who retires in May after nine years as joint chief executive of Western Germany's largest bank, said increased Ecu usage would amount to a "pyrrhic victory" unless it was backed up by other steps towards economic and political integration in Europe.

"It would be like taking the step before the first." he said. "It could nurture the illusion that we had a genuine European currency as an alternative to the dollar."

Dr Guth was speaking in Luxembourg at the announce-ment of last year's results for Deutsche's local subsidiary. He lent weight to the views

of the Bundesbank, West Germany's central bank, which is one of the sternest critics of pressure for wider use of the Ecu. Herr Karl Otto Poehl, the Bundesbank president, recently dismissed the Ecu as simply "a basket of 10 currencies of varying quality" and lacking a supranational European central bank to back it up.

Dr Guth said Europe's main task was not in the monetary area but was to build a uniform economic region.

He called for the abolition of "bureaucratic obstacles" trade and to cross-border business co-operation. Restrictions on capital transfers should be broken down, and taxes imposed on businesses in European countries should be made more uniform.

Dr Guth said there would be a case for wider use of the Ecu if it went hand in hand with greater liberalisation of trade and capital flows. The Bundes bank would probably then review its critical attitude towards wider Ecu usage, he predicted.

Even so, a common European central bank and a common currency: for Europe would "further in the distance."

Trading improvements urged, Page 4

ordinary meetings held in the pared with Dunlop's closing main ballroom of the Connaught Rooms in London yesterday. But 42.8m proxy votes backing the board — including 30m from Dunlop's Malaysian stockholder Pegi, and 3m from U.S. sharebolders—had already been sent in, while only 2.5m dissenting proxies had been cast. Dunlop's chairman, from carrying the day. BTR voted its 28

per cent stake in the preference shares against the Dunlop plan. Announcing the delay in the ing.

 Newmarket
 183 + 12

 RTZ
 670 + 13

 Syltone
 186 + 14

WORLDWIDE WEATHER

RISES:

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

BTR duly voted the package down but Sir Michael said this vote was "acadamic" in view of his powers to adjourn the meet-

Dunlop gave no further hints

pects for 1985, except that pre-

Lawson Continued from Page 1

dangers from the recent depre- like construction or newspapers ciation of the pound are seen has been mooted, the Chan-to have made it much more cellor has been strongly difficult for the Chancellor to advised that the revenue gains increase the scope of value added tax. Any increase in VAT would raise prices, just when inflationary pressure from higher sterling import prices was coming through. Mr Lawson has, in any case recognised that extending a 15 per cent VAT rate to cover basic foods would be politically impossible, even though it would give him £4.25bn, enough to cut the basic rate of income tax by 4p in the pound.

considered, but appears now to sion rights.

have been rejected. Though This would severely limit the some smaller extension of VAT attractiveness of taxing lump to some other classes of goods sums.

would not justify the political uproar. On the personal taxation front Mr Lawson appears to be

considering a range of detailed

reforms which have been kept secret. However, the overall "give away" may be quite small, and will almost certainly be concentrated on raising personal allowances and thresholds. On pension funds, he has already pledged he will not in-The introduction of a lower have a "retroactive" effect on rate of VAT on food has been those already building up pen-

Liverpool Continued from Page 1

and assisted build-for-sale pro- able from sales of council jects by the private sector. houses and other assets this Liverpool's policy is also year. But Mr Jenkin made it frowned on by Labour clear this would not be enough ationally. to bridge the gap between his Mr Jenkin said yesterday: spending ceiling and the Liverpool councillors cannot council's plans, which he said

make their own laws. They have involved commitments of £97m. to live within the same rules as every other authority."

The exact-amount of likely any Liverpool ratepayer to take overspending is unclear him to court. The powers would because, in common with other apply to new contracts after authorities, Liverpool does not April and payments under existknow how much will be avail- ing contracts.

Index fell 0.7 to 988.5

The equity market is display-ing almost every top-of-the-market symptom. Enthusiasm

for new issues is so great that

Hillsdown Holdings, in the less-than-glamorous food-maintfac-

turing sector, saw its offering

five times oversubscribed at 45p

over the minimum tender price. Yesterday's vendor placing for Rowntree Mackintosh found

no shortage of buyers at a minimal discount. When insti-

tutions are told they need to

maintain their proportional

stake in a company, they cannot resist this type of effer; if an equivalent line of shares came

into the market from a rival institution, they might at least

Investors have more money

ing equities, it seems, is that

The case for the optimists is

dend growth, the economic numbers suggest that companies may well be able to deliver pre-tax profits around 13 per cent

higher this year despite the in-

confidence being undermined.

roughly the same pace.

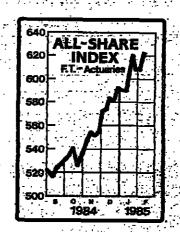
creased cost of borrowing. And

think twice.

for equities

THE LEX COLUMN

Life at the top



Investors have more money than they know what to do with, and are scared of pulling out of shares in case they miss the fun. So long as the equity market expects a cut in base rates roughly to coincide with the Budget, the fear of being caught in a stampede from cash to securities will weigh more heavily with fund managers than the lure of 14 per cent overnight money. Then there is the perennial U.S. investor, who is probably buying a tenth of higher export margins and translation gains, as well as volume growth from improved competi-tiveness should see off the contractionary effect of higher rates. But the truth is that equities are being bought at the moment less because of the fundamental outlook but rather because, like Everest, they are

Home computers

Anyone who hoped that the problems at Acorn Computer were peculiar to that company, or to Cambridge, cannot have had much optimism to spare once Commodore halved the price of its main range of popular computers. Commodore's gross profit margins are, pre-sumably, it sown affair; but it is becoming daily more clear that the UK home computer market is not a place where much money is to be made— let alone by companies of there seems no reason why let alone by compani-dividends should not rise at Acorn's size or smaller. Many of the assumptions on

The rise in interest rates may launched now look questionable. be only a mildly negative factor. Corporate gearing, at an Margins of 20 per cent, a doubhing of sales every year, teams average of less than 20 per cent, is at its lowest level for years, so higher funding costs should of researchers and heavy advertising budgets (let alone costly not take too large a bite out of stabs at the U.S.) are liabilities profits. The effect on consumer now that the chief retailers expenditure may be more have decided that very few marked—and this has been discounted in the recent hammer-home computers than the 3modd that aiready have them. ing taken by the stores sector —but will be tempered by real Selling additional software will earnings rises and hy any tax not be quate such a good game in future, though still worthcuts Mr Lawson decides to include in the Budget. The most serious danger is of business

A much more positive factor, though will be the effect of which at least sells relatively to show that sterling's decline on growth evenly through the year. As it than its well prospects for the economy. The is, Acorn has been running nical finesse.

finance stocks of its machines through the balmy Cambridge summer: indeed, it is conceiv-able that the company was financing up to two thirds of annual turnover into a Christ-mas period about which the leading retailers were less than enthusiastic Even without a squeeze from manufacturers demanding payment and customers dragging their heels, Acorn would have been vulnerable to the round of price cuts

started by Sinclair.

On the charitable assumption that there was no price dis-counting before the cuts in price. Acom may well have een saddled with stock of up to 250m, some three times the company's net worth in its last balance sheet. Yet there is no reason why the company should not continue trading on the fairly solid foundation of its educational side, and without the Electron - provided, of course, the drain in confidence and cash is plugged. A rights issue is only

theoretically possible. Since all but a fraction of the equity is owned by Messrs Hauser and Curry, it is they who would be required to take up their rights — no doubt from the proceeds of the flotation. A. suitable outsider might

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bring in not just cash but a measure of marketing ability and a better relationship with the City. But this last is on a jaundiced mood, after the collapse of the share price and Acorn's sudden divorce from its financial advisers — still not adequately explained, a week after the event. If the events of this week are

anything to go by, the City is beginning to suspect that there is little long-term growth for computers outside the world of business: the functional use of computers in households for turning the Sunday Joint is too far away to see clearly. And once home computing is recognised as a hum drum branch of consumer electronics, all eyes turn to Japan A further wave of standardised imports from the Far East would be sure to scupper any chance of a recovery in margins.

The husiness sector of personal computers is already fiercely competitive. The large companies will stamp out any rising damp from the home com-In retrospect, Acorn should puter industry on the floor doubt have stuck to its by now below. Marketing is at a somewhat dowdy BBC Micro, premium; and Acorn will have which at least sells relatively to show that it can offer more evenly through the year. As it than its well-recognised tech-

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